

# GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.

## An Appreciation

"KATY" Elevator—Fort Worth Elevators Co.—Fort Worth, Tex. The most modernly designed, constructed and equipped elevator OF ITS SIZE in the United States, 1,650,000 Bushels, actual capacity. Built with and through the friendly co-operation of the following well-known firms of the U. S. A.:

The Southwestern Engineering Co., Springfield, Mo.  
*Engineers, Designers and Builders*

The Strait Scale Co., Kansas City, Kans.  
*Manufacturers of our Four 2000 bu. Hopper Scales*

The S. Howes Co., Silver Creek, N. Y.  
*Manufacturers of our "Eureka" Clippers, Cleaners and Dust Collectors*

The Carter-Mayhew Mfg. Co., Minneapolis, Minn.  
*Manufacturers of our Carter Disc Separators*

The Weller Mfg. Co., Chicago, Ill.  
*Designers and Manufacturers of our Transmission, Conveying and Elevating Machinery, etc.*

The New York Belting & Packing Co., New York, N. Y.  
*Manufacturers of our Conveyor and Elevator Belts*

The Howell Electric Motors Co., Howell, Mich.  
*Designers and Manufacturers of our 25 Motors*

The Humphrey Elevator Co., Faribault, Minn.  
*Designers and Manufacturers of our Manlift Elevator*

The American Elevator Machine Co., Louisville, Ky.  
*Designers and Manufacturers of our Electric Freight Elevator*

The Morse Chain Co., Ithaca, N. Y.  
*Designers and Manufacturers of our Silent Chain Drives*

The Trinity Portland Cement Co., Dallas, Tex.  
*Manufacturers of our Construction Cement*

The Sloan Lumber Co., Fort Worth, Texas  
*Furnishers of Lumber, Cement, etc.*

The Fort Worth Sand & Gravel Co., Fort Worth, Texas  
*Furnishers of Construction Sand and Gravel*

The Southwestern Steel & Iron Co., Fort Worth, Texas  
The Fort Worth Steel & Machinery Co., Fort Worth, Texas  
*Designers and Erectors of our Structural Steel*

The Central Electric Co., Fort Worth, Texas  
The Shotts Electric Co., Fort Worth, Texas  
The Fort Worth Power & Light Co., Fort Worth, Texas  
*Electrical Equipment, Installation and Power*

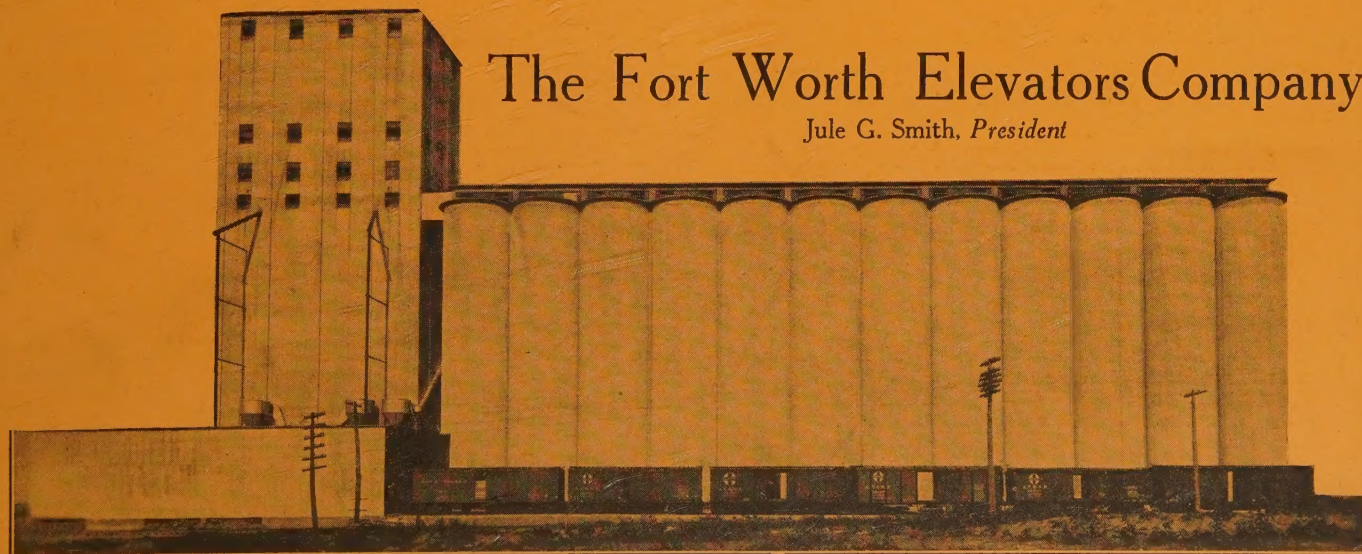
and last, but not least in Helpful Co-operation,

**The Officials of the M.-K.-T. Railway Lines,**

and our many Shipping and Storage Customers who have made our past six months' operations satisfactory.

Don't overlook our Old Reliable Rock Island Fire Proof Elevators and Warehouses—1,500,000 Bushels Capacity.

We operate all our Facilities as State and Federally Licensed Warehouses.



## The Fort Worth Elevators Company

Jule G. Smith, *President*

First Unit of Our Katy Elevator at Fort Worth, Tex.



# INDIANAPOLIS

offers exceptional opportunities to shippers of all grains. Its local consumption is large and its many diverging lines of railroads enable it to serve great consuming districts in the East and South.

It is the railroad terminal for Western, Eastern and Southern lines. Its main line connections between East and West guarantee prompt handling. Indianapolis has ample and efficient grain handling facilities and its advantageous location makes it the convenient market for your grain.

The thorough service rendered by the Indianapolis grain firms assures you of complete satisfaction on shipments to this market.

Acquire the Indianapolis habit and ship to any of these Board of Trade Members:

***James E. Bennett & Co.***

***The Bingham Grain Co.***

***National Elevator Co.***

***Bert A. Boyd Grain Co.***

***Hart-Maibucher Co.***

***H. E. Kinney Grain Co.***

***Frank A. Witt Co.***

***Lew Hill Grain Co.***

***Mid-West Elevator Co.***

***Indiana Brokerage Co.***

***Hayward-Rich Grain Co.***

***Steinhart-Grain Co.***

***Montgomery & Tompkins***

***Acme-Evans Co.***

***The Cleveland Grain & Milling Co.***



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### ATLANTA, GA.

Haym & Co., H. M., wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.\*  
Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*  
Steen & Bro., E., grain receivers and exporters.\*

### BLOOMINGTON, ILL.

Hasenwinkle-Scholer Co., corn and oats.\*

### BLUFFTON, IND.

Studabaker Grain & Seed Co., grain, hay, seeds.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Davis, Inc., A. C., grain.\*  
Globe Elevator Co., receivers and shippers.  
Grain Marketing Co., grain merchants.  
Great Lakes Grain Co., Inc., receiving and forwarding.  
McKillop, Inc., J. G., receivers and shippers.\*  
Pratt & Co., receivers, shippers of grain.\*  
Quisenberry Feed Mfg. Co., "Quality Feeds."  
Ratcliffe, S. M., commission merchant.\*  
Seymour-Wood Grain Co., consignments.\*  
Sunset Grain & Feed Co., grain and feed.\*  
Townsend Ward Co., The, consignments.\*  
Watkins Grain Co., grain commission.

### CAIRO, ILL.

Board of Trade Members.

Halliday Elevator Co., grain dealers.\*  
Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

King Wilder Grain Co., grain shippers.\*  
Murrel Grain Co., Ray, receivers and shippers.\*

### CHICAGO, ILL.

Board of Trade Members.

Badenoch Co., J. J., grains, millfeeds, concentrates.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Clement, Curtis & Co., members all exchanges.\*  
Dole & Co., J. H., grain and seeds.\*  
Grain Marketing Co., grain merchants.  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Carder, commission merchants.\*  
Hoit & Co., Lowell, commission, grain and seeds.  
Hulburd, Warren & Chandler, stocks, bonds, grain, etc.  
Lamson Bros. & Co., consignments solicited.\*  
Logan & Bryan, grain, stocks, provisions.  
McKenna & Dickey, commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Rothschild Co., D., receivers and shippers.\*  
Rumsey & Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Thomson-McKinnon, members leading exchanges.

### CINCINNATI, O.

Grain & Hay Exchange Members.

Cleveland Grain & Mfg. Co., grain merchants.\*  
DeMolet Grain Co., receivers and shippers.  
Early & Daniel Co., grain, hay, feed.\*  
Scholl Grain Co., receivers and shippers.\*

### CIRCLEVILLE, O.

Cook, Wade H., grain, hay and grain products.\*  
\*Members Grain Dealers National Association.

### CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., shpr. grain, millfeed, oil and c. s. meal.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*

### COLUMBUS, O.

Smith-Sayles Grain Co., The, buyers and shippers.\*

### DAVENPORT, IA.

Davenport Elevator Co., receivers and shippers.\*

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*  
Harrison, Ward & Co., grain Belt Elevator.\*

### DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Denver Elevator, wholesale grain, flour, millfeed.  
Kellogg Grain Co., O. M., receivers and shippers.  
Farmers Union M. & E. Co., millers, grain mchts.  
Phelps Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.\*  
Summit Grain Co., The, wheat, corn, oats, rye, barley.\*

### DES MOINES, IA.

Board of Trade Members.

Lockwood, Lee, broker.

### DETROIT, MICH.

Board of Trade Members.

Caughey-Jossman Co., grain and field seeds.\*  
Lapham & Co., J. S., grain dealers.\*  
Lichtenberg & Son, oats, corn, hay, straw.\*  
Simmons & Co., F. J., grain and hay.\*

### DULUTH, MINN.

Board of Trade Members.

White Grain Co., receivers and shippers.\*

### EMPORIA, KANS.

Trusler Grain Co., grain merchants.

### FORT DODGE, IOWA.

Christensen, George, grain broker.

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., merchants—commission consignments.  
Ft. Worth Elevators Co., gr. merchants, pub. storage.  
Gladney-Muchmore Grain Co., recvrs., shprs., consignmts.  
Grain Marketing Co., grain merchants.  
Moore-Seaver Grain Co., recvrs., shprs., consignments.\*  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Universal Mills, "Superior Feeds."

### GALVESTON, TEX.

Texas Star Flour Mills, flour and corn millers, expters.

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.  
Rothschild Co., S., grain, c/s products, rice, b/p.\*

### HUTCHINSON, KANS.

Board of Trade Members.

Central Grain & Laboratories Co., The, recvrs.-shprs.  
Collingwood-Moore Grain Co., receivers and shippers.  
Gano Grain Co., wheat, corn, sorghums.  
Hutchinson Grain Co., mill orders.  
McReynolds, A. G., grain merchant.  
Southwest Grain Co., consignments, country run grain.

### KANKAKEE, ILL.

Breckenridge Grain Co., grain dealers.

### INDIANAPOLIS, IND.

Board of Trade Members.

Bingham Grain Co., The, receivers and shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.\*  
Hart-Maibucher Co., grain merchants.\*  
Hayward-Rich Grain Co., grain commission.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Montgomery & Tompkins, receivers and shippers.\*  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.

### KANSAS CITY, MO.

Board of Trade Members.

Bruce Bros. Grain Co., consignments.  
Christopher & Co., B. C., kafir, feterita, milo.\*  
Davis Grain Co., A. C., grain commission.  
Denton Hart Grain Co., consignments.\*  
Ernst Davis Grain Co., commissions.  
Hipple Grain Co., milo-kafir.  
Lichtig & Co., H., kafir, milo, screenings.  
Logan Bros. Grain Co., receivers and shippers.\*  
Miller Grain Co., S. H., consignments.  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., grain merchants and exporters.\*  
Rocky Mt. Grain & Com. Co., consignments.\*  
Secular Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.  
Thresher Grain Co., R. J., grain commission.\*  
Uplike Grain Corp., consignments.  
Vanderslice-Lynds Co., commission.\*  
Wilser Grain Co., consignments.\*

### LEAVENWORTH, KANS.

Cranston-Liggett Gr. & Feed Co., corn, mixed feed.

### LITTLE ROCK, ARK.

Grain Exchange Members.

Farmer Co., E. L., brokers, grain and millfeed.\*  
Gordy Co., C. L., grain brok., hay, grain and millfeed.

### LOUISVILLE, KY.

Board of Trade Members.

Callahan & Sons, receivers and shippers of grain.\*  
Bingham-Hewett Grain Co., recvrs., shippers of grain.\*  
Kentucky Public Elevator Co., storers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

### LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.

### MCKINNEY, TEX.

Reinhardt & Co., wheat, corn, oats, maize.\*

### MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker and com., consignments.\*  
Buxton, E. B., broker and commission merchant.\*  
U. S. Feed Co., grain, hay, millfeed.\*

### MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

### MILWAUKEE, WIS.

Chamber of Commerce Members.

Franko Grain Co., The, grain and feed.  
Froedtert Grain & Maltng Co., recvrs. and shippers.\*  
Kamm Co., P. C., grain shippers.\*  
LaBude Feed & Grain Co., grain, feed, hay.\*  
Milwaukee Grain Com. Co., recvrs., grain and seed.

### MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Cargill Commission Co., grain commission.\*  
Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Delmar Co., shippers.  
Itasca Elevator Co., grain merchants.  
Malmquist & Co., C. A., receivers and shippers.\*  
Marfield Grain Co., grain commission.\*  
Sheffield Elevator Co., shippers of grain.\*  
Stuhr-Seidl, shippers grain and feed.  
Van Dusen-Harrington Co., grain merchants.\*  
Zimmerman, Otto A., grain and feed.\*

(Continued on next page.)



# Directory of the Grain Trade

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## NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

## NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.\*

## NEW YORK CITY.

Produce Exchange Members.

Abel, Joseph A., grain broker.  
Jones & Co., M. B., buyers—quote us.\*  
Knight & Co., grain brokers.  
Therrien, A. F., broker.

## OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Grain Marketing Co., milling wheat specialists.  
Hardeman-King Co., millers, grain dealers.\*  
Marshall Grain Co., grain, feed, seeds.\*  
McManus Gr. & Feed Co., W. F., wh., corn, oats, mfeed.  
Okla. City Mill & Elevtr. Co., millers, gr. dealers.\*  
Perkins Grain Co., W. L., strictly brokerage.  
Scannell Grain Co., E. M., grain and feed.  
Stinnett Grain Co., grain merchants.\*  
Vandenburgh, Jesse, milling wheat.

## OMAHA, NEBR.

Grain Exchange Members.

Crowell Elevator Co., receivers, shippers.\*  
Roberts Grain Co., Geo. A., consignments.\*  
Stockham Grain Co., E., commission merchants.\*  
Taylor Grain Co., brokers.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., commission and brokerage.\*  
Updike Grain Co., milling wheat.\*

## PEORIA, ILL.

Board of Trade Members.

Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Luke Grain Co., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Tyng Grain Company, receivers and shippers.\*

## PHILADELPHIA, PA.

Commercial Exchange Members.

Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

Members Grain and Hay Exchange.

Hardman & Daker, grain, hay, millfeed.\*  
Harper Grain Co., corn a specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Rogers & Co., Geo. E., grain and hay.\*  
Stewart & Co., Jesse C., grain and mill feed.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

## RICHMOND, VA.

Grain Exchange Members.

Morris & Co., C. F., grain, feed, hay, flour brokers.\*

## ST. JOSEPH, MO.

Grain Exchange Members.

A. J. Elevator Co., The, wheat, corn, oats.\*  
Gordon Grain Co., grain commission.\*  
Niedorp Grain Co., buyers-sellers of corn.\*

## SAN ANTONIO, TEX.

King, Douglas W., wheat, corn-brok., Texas R. Oats.\*

## ST. LOUIS, MO.

Merchants Exchange Members.

Dreyer Commission Co., feedingstuffs, grain, seeds.\*  
Graham & Martin Grain Co., grain commission.\*  
Hall Grain Co., Marshall, grain merchants.\*  
Hunter-Robinson Mfg. & Gr. Co., grain, feedstuffs.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Martin & Knowlton Grain Co., grain merchants.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*

## ST. LOUIS, MO. (Continued.)

Picker & Beardsley Com. Co., grain and grass seed.\*  
Powell & O'Rourke Grain Co., buyers-sellers corn.\*  
Turner Grain Co., grain commission.\*  
Von Rump Grain Co., grain merchants.\*

## SALT LAKE CITY, UTAH.

Nelson Co., Sterling H., whlse. grain, hay, mill feeds.

## SIDNEY, OHIO.

Custenborder & Co., E. T., buyers-sellers grain.\*  
Wells Co., The J. E., wholesale grain.\*

## SIOUX CITY, IA.

Board of Trade Members.

Button Co., L. C., grain commission.\*  
Western Terminal Elevator Co., receivers and shippers.\*

## TOLEDO, O.

Produce Exchange Members.

Churchill Grain & Seed Co., field seeds, popcorn.  
De Vore & Co., H. W., grain and seeds.\*  
King & Co., C. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
Wickenhisier & Co., John, grain receivers, shippers.\*  
Zahn & Co., J. F., grain and seeds.\*

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*

## WICHITA, KANS.

Board of Trade Members.

Bedell Elevator Co., milling wheat.  
Beyer Grain Co., grain merchants.\*  
Blood Grain Co., I. D., receivers and shippers.  
Harold Grain Co., J. R., consignments, mill orders.  
Smith McLinden Grain Co., wheat, corn, kafir, millfeed.  
Simonds-Shields-Lonsdale Co., receivers and shippers.  
Stevens Scott Grain Co., receivers and shippers.  
Wallingford Bros., milling and export wheat.\*  
Wichita Terminal Elevtr. Co., general grain and elevtr.\*

## WICHITA FALLS, TEX.

Mytinger Mfg. & Grain Co., grain, feed, seeds.\*

## WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., Whlrs. gr. and seeds.\*

\* Member Grain Dealers National Association.

Grain Exchange  
Members

# ST. JOSEPH

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# GORDON GRAIN CO.

CONSIGNMENT SPECIALISTS  
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# TOLEDO

Produce Exchange  
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CONSIGNMENTS OF GRAIN AND SEED  
to a firm you KNOW to be RELIABLE.

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1887 Toledo, Ohio 1925

Upon readers patronage of its  
advertisers depends the success of  
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Will you mention it?

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TOLEDO OR CHICAGO

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# SOUTHWORTH'S

## WEEKLY REVIEW

Covers GRAIN, SEED AND COTTON.  
It is FREE to all within our business range.  
SOUTHWORTH & CO. - - TOLEDO, OHIO



# DENVER

Grain shippers who are anxious to get the most from their grain will find it to their advantage to investigate the merits of the Denver market. After a thorough investigation it is a known fact that it will receive your shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

**T. D. Phelps Grain Co.**  
Wholesale Grain and Beans.

**The Summit Grain Co.**  
Receivers and shippers of all kinds of grain  
Elevators: Denver, Cheyenne Wells and Arapahoe, Colo.

**O. M. Kellogg Grain Co.**  
Receivers shippers of all kinds of grain.

**Farmers Union Mlg. & Elev. Co.**  
Millers and Grain Merchants.  
38th and Wynkoop Sts.

**The Conley-Ross Grain Co.**  
Wholesale Grain.

**The Ady & Crowe Mercantile Co.**  
Grain, Hay, Beans.

**Rocky Mountain Grain Co.**  
Grain Merchants—Export and Domestic.

**Denver Elevator**  
Wholesale Grain, Flour, Mill, Feed and Pinto Beans.  
We operate 30 elevators in eastern Colorado.

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Chamber of Commerce  
Members

## MINNEAPOLIS

Chamber of Commerce  
Members

**MARFIELD GRAIN CO.**  
MINNEAPOLIS, MINN.  
Receivers and Shippers

CORN -- OATS -- BARLEY -- RYE  
For Prompt Shipment in any Quantity  
**The VAN DUSEN-  
HARRINGTON CO.**  
MINNEAPOLIS DULUTH

**Cereal Grading Co.**  
GRAIN MERCHANTS

We buy, sell, store and ship  
all kinds of grain. Get our  
offers, or try us with your  
consignments.

LIBERAL ADVANCES  
Operators of Elevator "R"

Chamber of Commerce  
MINNEAPOLIS

## CARGILL COMMISSION COMPANY

DULUTH MINNEAPOLIS MILWAUKEE

EFFICIENCY is our watchword; SATISFACTION your reward

SHIP TO CARGILL

"You can't do better; You might do worse."

**DELMAR COMPANY**  
MINNEAPOLIS, MINN.

Shippers  
Sulphured, Natural and Chipped Oats,  
Barley, Durum Wheat. Also  
Milling Wheat and Buckwheat  
Ask for Samples and Prices

Merchants Exchange  
Members

## ST. LOUIS

Merchants Exchange  
Members

**PICKER & BEARDSLEY COM. CO.**

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**Nanson Commission Co.** GRAIN, HAY and SEEDS  
202 Merchants Exchange Bldg., ST. LOUIS, MO.

**GRAIN** MARSHALL HALL GRAIN COMPANY  
HANDLED ON COMMISSION  
BOUGHT TO ARRIVE  
SOLD FOR SHIPMENT  
EXPORT ST. LOUIS  
ST. JOSEPH

Carrying money to the bank becomes a habit with Advertisers who regularly use the advertising pages of the GRAIN DEALERS JOURNAL.

Established 1877

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St. Louis New Orleans

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GRAIN CO.**

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COFFE & CARKENER CO.  
Receivers and Shippers St. Louis, Mo.

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**Powell & O'Rourke**  
Grain Company  
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Buyers and Sellers of Corn  
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"We Ship What We Sell"



Board of Trade  
Members

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Board of Trade  
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Grain Commission

Board of Trade CHICAGO

"SINCE 1873"

"SINCE 1873"

J. J. BADENOCH CO.

Commission Merchants

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NOT LATER—BUT TODAY  
Especially Consignments  
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Write the JOURNAL today.

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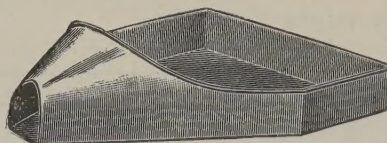
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Form 40 contains 42 pages, bound in heavy canvas covers with spaces for registering 13,200 cars. Price, \$2.50. Weight 1 $\frac{3}{4}$  lbs.

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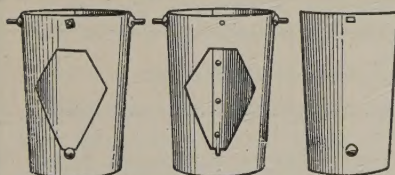
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GRAIN — FEED — SEED — HAY  
Kafir, Milo, Red Oats Specialists

## Kewanee RENEWABLE BOTTOM Grain Spout



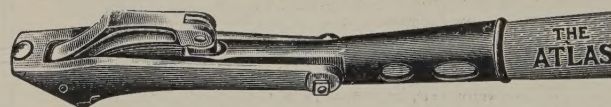
With a pair of plyers you can instantly slip in a new Kewanee bottom—made from tough, special analysis steel. A square shouldered bolt with a square hole in the renewable bottom, prevents the nut from turning. This bolt, and a large oval-headed rivet that slips into a slot holds the bottom firmly in place. The grain cannot wear off the rivet for the hole in the bottom is countersunk and the rivet is then beaded into it.

*Kewanee Implement Company*

Don't discard entire spouts, or sections because of small holes. Use a Kewanee Renewable Bottom Spout and when the bottom wears simply slip in a new one which costs only about 37½ cents for the 8" size and smaller. A Kewanee costs a little more than ordinary spouts but outwears a dozen of them.

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We will ship you a Kewanee Grain Spout. Use it a month, six months—a year. If you're not satisfied return it and we will refund your money. All we need know is the outside diameter, or outside rectangular measurements of your down spout, and length of spout wanted.

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*The Car Mover With Power*

When you put an Atlas under the wheels of a car there is never a question about moving it.

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Place your name and business before the progressive grain elevator men of the entire country by advertising in the Grain Dealers Journal. It reaches them twice each month.



Milwaukee—The nine-story mill structure of the Charles A. Krause Milling Company was virtually destroyed by fire on September 2nd. This means that practically six hundred employees are out of work. The loss was estimated at about \$1,000,000, nearly fully covered by insurance.

The loss was estimated at \$22,000, which was partially covered by insurance. This is the second time the Farmers' Mill was burned, the first being in February, 1921.

completely destroyed by fire on August 16th. The loss was estimated at about \$75,000. The loss was covered by about \$35,000 worth of insurance. It is not known if the plant will be rebuilt or not.

plant—The Holland-O'Neal Mill destroyed by fire recently. The loss is estimated at about \$100,000, practically covered by insurance. Another milling company will probably take care of the trade until the plant can be rebuilt.

## The Fire Hazard!

The clippings above are only a few of the many from a single issue of a well known milling paper. Every mill executive well knows the constant menace of the fire demon and realizes that a large percentage of mill and elevator fires and explosions result from hot bearings on line shafts.

### An Effective Preventative

You can do away with hot bearings and the danger of overheating by installing

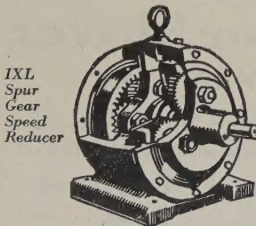
### Foote IXL Speed Reducers

These compact, efficient reduction units are fully enclosed, dust, dirt and grit proof. All bearings run in oil and are never exposed to contact with the dust laden mill atmosphere.

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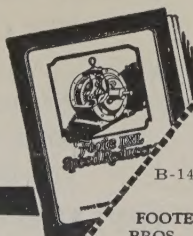
Used in up-to-date mills and elevators for driving elevator legs, head pulleys, conveyors, mixers, grain and feed drives, rolls, purifiers, bolters, etc.



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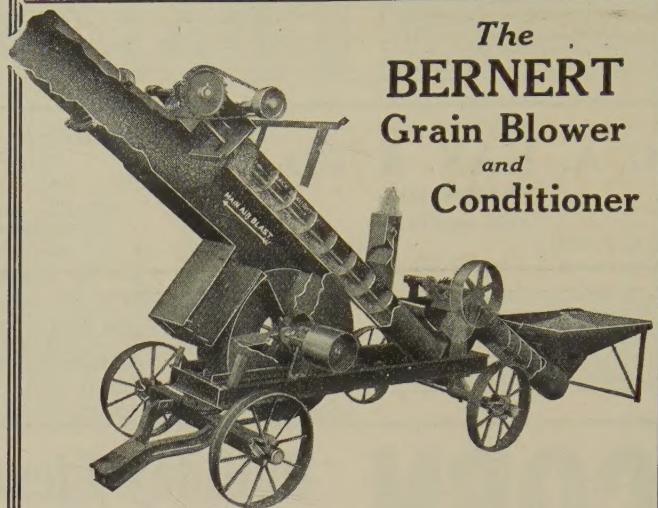
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Puts Your Grain Where You Want It.  
Stationary or Portable as Shown.  
Sectional Steel Piping—or Canvas Hose.  
Location or Obstructions No Obstacle  
to Its Successful Use.

For Unloading Cars, the Canvas Hose gives a flexibility unknown to any other method, and for temporary installation during emergencies it provides almost instantaneous application.

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require little of your time for filing, and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

- " B—Loss in Market Value Due to Delay in Transit.
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- " D—Loss in Market Value Due to Delay in Furnishing Cars.
- " E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

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## GRAIN DEALERS JOURNAL

309 South La Salle Street

CHICAGO, ILL.

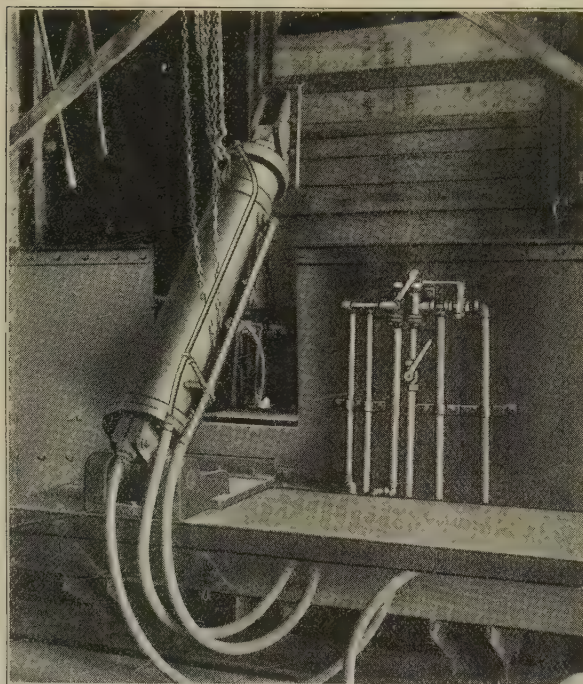


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It's no longer necessary to chop your way into a car of grain! This tool **pushes** the doors in quickly and easily—entire sections at a time, without breakage. The

## PETERSON *Pneumatic* Grain Door Remover

does in two minutes what it formerly took two men to do in 15 minutes to half an hour. With 100 lbs. air pressure it exerts 6000 lbs. pressure on the door. Surplus air available for cleaning, signalling, etc. **Many large elevators have found that the Peterson soon pays for itself in saving time and reducing unloading costs.**

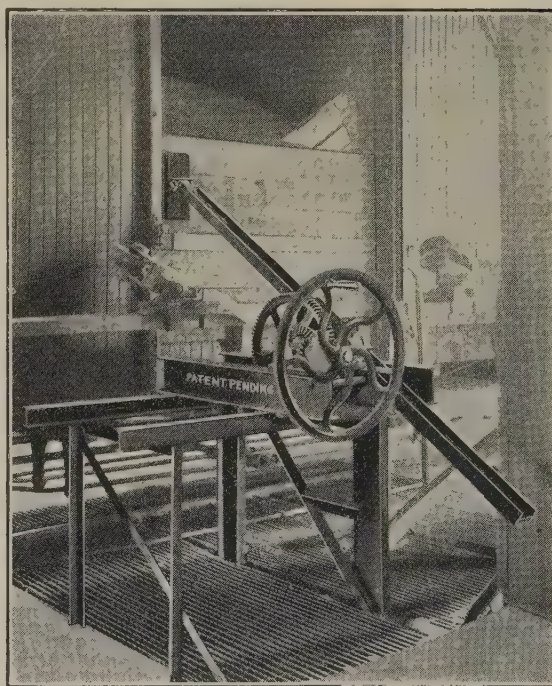


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This simple, powerful tool costs less than any similar machine on the market. Turning the flywheel develops all the pressure needed to open any door or entire section. Installed in either new or old elevators.

Write for our special catalog on grain door removers.



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It is the *extra quality* which is built into Howe Scales that accounts for their long life in severe service.

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Myles Medium is 99.84% pure salt.

Myles Medium contains no moisture.

Myles Medium is non-hardening.

Myles Medium is sold on a non-hardening guarantee. This guarantee is not limited as to weeks or months and does not bar snowy, rainy or sleety weather.

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If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and keeps the other.

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Designed and Built by Southwestern Engineering Co.

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## "Eureka" and "Invincible" Grain Cleaners

*will always be just as good as we know how to build them*

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# S. HOWES CO., Inc.

## INVINCIBLE GRAIN CLEANER CO.

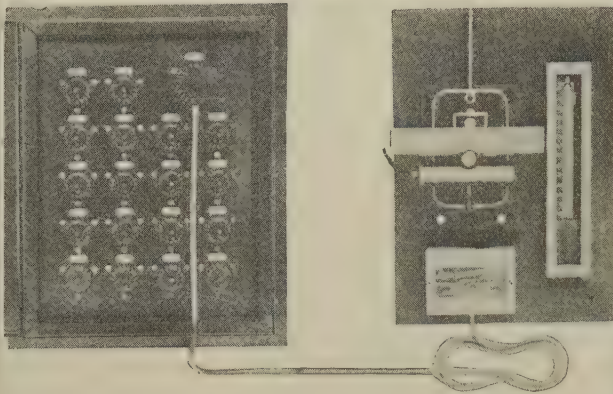
### SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

European Branch: 64 Mark Lane, London, E. C. 3, England





## The "ZELENY" Protects Your Grain

A Few  
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Installations

Cargill Grain Co.  
Pillsbury Flour  
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Bartlett Frazier  
Co.  
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A positive method of wiping out rats and mice. Tried and tested under desperate conditions by mills, grain dealers, wholesale grocers, meat packers, large industrial institutions everywhere. Remarkable results. PEERLESS TRAPS displace expensive fumigation as the only method heretofore approaching satisfactory extermination.

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AUTOMATICALLY  
WIPE-OUT CAPACITY**

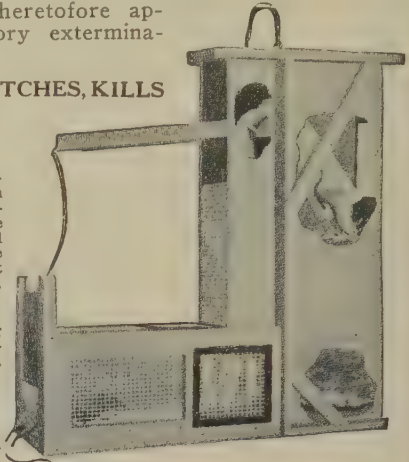
Automatic in operation—self-setting. Both catches and kills. Capacity unlimited. Single trap has caught and killed thirty in single night. Each rodent sets trap for follower.

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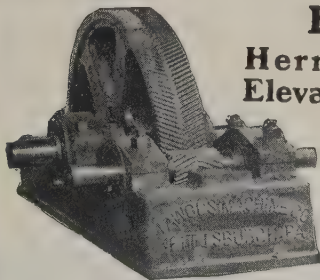
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Save 25% to 50% in  
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Gears enclosed in dust  
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NEW YORK  
Broome and Lafayette Streets

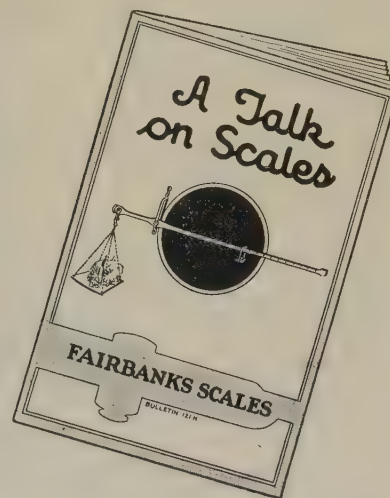
CHICAGO  
900 South Wabash Avenue

And more than forty other principal cities in the United States

## for GRAIN Dealers

Hundreds of dealers have found that weights can be easily and economically obtained with Type "S" Scales. They are made in capacities for the largest hauling equipment—an item of great importance now that auto trucks are being so widely used by farmers.

There is so much to be told about this wonderful scale that it cannot be described in detail here. Send the coupon for complete information and the booklet, "A Talk on Scales."



Mail the coupon for this  
instructive booklet

FAIRBANKS SCALES, Dept. SC-1  
900 South Wabash Avenue, Chicago.  
Broome & Lafayette Sts., New York.

Please send your booklet, "A Talk on Scales," also Type "S" specifications and full information about the economy of Type "S" Scales in weighing motor trucks.

Name .....

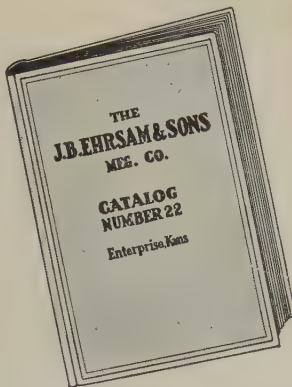
Address .....



# "EHR SAM"

GRAIN HANDLING AND MILLING EQUIPMENT

THE Big "Ehram" Plant, located in the Heart of the Wheat Growing Country, is particularly equipped to give you quick service in the supplying of Elevator and Milling Supplies — either new equipment or repairs and replacements to old. Established since 1872—the Reliability and Durability of "Ehram" Equipment has never been questioned.



**SEND  
FOR  
YOUR  
COPY  
NOW!**

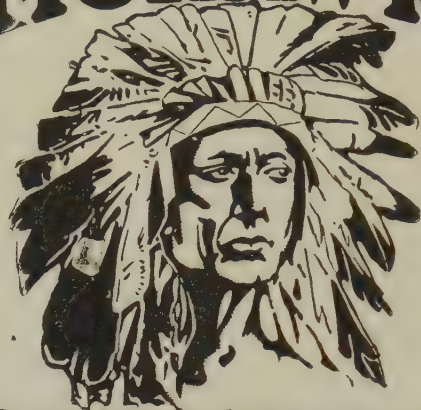
THE Complete "Ehram" Catalog, containing a lot of important information and showing the complete line of "Ehram" Grain Handling and Milling Equipment, will be sent free to anyone interested upon request. It is a valuable addition to any library. We suggest that you write for your copy today.

We earnestly solicit inquiries for all types of Grain Handling and Milling Equipment. Quotations will be promptly made without obligation.

**J. B. EHR SAM & SONS MFG. CO.**  
**ENTERPRISE, KANSAS**

Manufacturers of Machinery for Flour Mills; Grain Elevators; Cement Plaster Mills; Salt Plants; Coal Handling and Rock Crushing Systems; Fertilizer Factories; Power Transmission, Elevating and Conveying Equipment.

# MOHAWK



## RUBBER BELTING

For many years the Standard Belting for elevators.

Specify this belting when contracting to build or remodel.

Demand it when ordering direct.

The Gutta Percha & Rubber-Mfg. Co.  
301 W. Randolph St. CHICAGO  
New York, Boston, Philadelphia, San Francisco Seattle

## WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Grain Tables
Agricultural Gypsum	Lightning Rods
Attrition Mill	Magnetic Separator
Bag Closing Machine	Manlift
Bags and Burlap	Moisture Tester
Bearings { Roller	Mustard Seed Separator
{ Ball	Oat Bleachers and Purifiers
Belting	Oat Clipper
Bin Thermometer	Oat Crusher
Boots	Pneumatic Conveying Equipment
Buckets	Portable Elevator
Car Liners	Power { Oil Engine
Car Loader	{ Gas Engine
Car Mover	{ Motors
Car Puller	Power Shovel
Car Seals	Radio Equipment
Cleaner	Railroad Claim Books
Claim (R. R.) Collection	Renewable Fuse
Clover Huller	Sample Envelopes
Coal Conveyor	Scales
Corn Cracker	Scale Tickets
Conveying Machinery	Scarifying Machine
Distributor	Self-Contained Flour Mill
Dockage Tester	Separator
Drain Circulating Pump	Sheller
Dump	Siding-Roofing { Asbestos
Dust Collector	{ Steel
Dust Protector	Silent Chain Drive
Elevator Brushes	Speed Reduction Gears
Elevator Leg	Storage Tanks
Elevator Paint	Spouting
Feed Mill	Testing Apparatus
Fire Barrels	Transmission Machinery
Fire Extinguishers	Transmission Rope
Friction Clutch	Waterproofing (Cement)
Grain Driers	

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

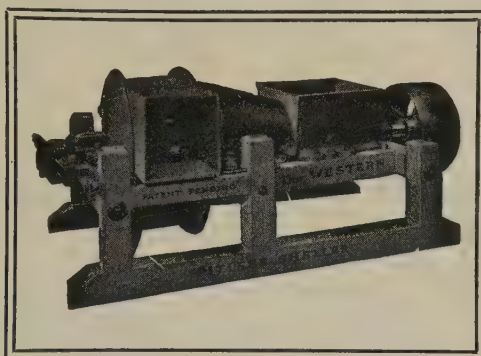
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Grain Dealers Journal, 309 So. La Salle St., Chicago

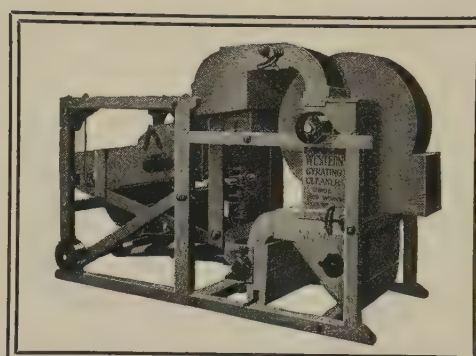


# WESTERN

## Grain Elevator Machinery Shellers and Cleaners



PITLESS SHELLER



GYRATING CLEANER

**UNION IRON WORKS - DECATUR, ILL.**

## ACCOUNT BOOKS FOR GRAIN DEALERS

GRAIN RECEIVING BOOK Form 12 AA is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8¼x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 41 wagon loads and each book has 200 pages or spaces for records of 8,200 loads. The book is well printed, ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2½ lbs.

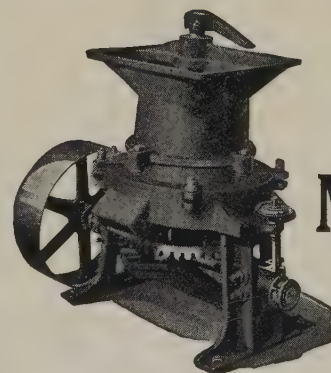
GRAIN SHIPPING BOOK Form 14 AA is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10¼x16¼ inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial. Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination, Grade, Difference, Bushels Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

The book contains 76 double pages, with room for records of 2,250 cars, is printed on linen ledger, well bound in heavy canvas covers with keratol corners. Weighs 4 lbs.

**COMPLETE SET FOR \$6.50**

**GRAIN DEALERS JOURNAL**

309 So. La Salle Street, Chicago.



## MAKE MORE MONEY

Use the right kind of equipment. When you install a Corn Cob Crusher be sure it's a

## TRIUMPH

It turns out a product of uniform fineness. It lasts a generation, at least. It works any time—and costs very little.

*Your copy of the illustrated bulletin is ready. Send for it now.*

**THE C.O. BARTLETT & SNOW CO.**  
Main Office and Works: Cleveland, Ohio



## GRAIN ELEVATOR BUILDERS

Some supposed to be elevator *engineers* will tell you a concrete pit cannot be made water proof.

Would you buy an automobile of a vintage of ten years ago??????

Think this over when looking over plans.

**Younglove Construction Co.**

Sioux City, Iowa

We build concrete pits that ARE water proof.

## THE VALUE

## OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

**BLOOMINGTON CONST. CO.**

Bloomington, Ill.

Engineers and Contractors of

**GRAIN ELEVATORS**

MILLS AND STORAGE TANKS

**A. F. ROBERTS**

ELEVATORS  
CORN MILLS  
WAREHOUSES

**ERECTS  
FURNISHES**

PLANS  
ESTIMATES  
MACHINERY

SABETHA

KANSAS

**Cover's Dust Protector**

Rubber Protector. \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**

Box 404 South Bend, Ind.

**J. E. STEVENS**

53 Devonshire St. Boston, Mass.

Designer and Builder of

**MODERN GRAIN ELEVATORS****W. C. BAILEY & SON**

Engineers and Contractors

Mills, Elevators and Warehouses

Grain Exchange Bldg., Omaha, Neb.

**AGRICULTURAL GYPSUM**

Tell your farmer friends about it! It increases crops. Carries insect poisons, preserves nitrogen in animal and poultry manure, etc. Write today for valuable book—free!

**THE GYPSUM INDUSTRIES**

Dept. 94 844 Rush Street Chicago



Reliance Built Farmers Elevator, Deshler, Ohio

**Better Elevators**

We have been building up-to-date elevators for 40 years and are prepared to build country elevators in wood or concrete at a reasonable cost. An inspection of any of the numerous plants which we have built will convince you that they are arranged so as to utilize all space to advantage and to facilitate operation with a minimum expense of power and labor. If you are interested in having such a plant, write us.

**Reliance Construction Co.**

Board of Trade INDIANAPOLIS, IND.

**MORSE SILENT CHAIN DRIVES**

Transmit power from  $\frac{1}{4}$  to 5,000 H. P. with positive speed ratio, 98.6% constant efficiency, quiet operation at all speeds, any convenient distance between sprocket centers, occasional lubrication, long life, low upkeep cost. Unaffected by heat, cold or moisture.

**MORSE CHAIN CO., ITHACA, N.Y.**

Consult the Morse Engineer in Your Territory

Atlanta, Ga.	Cleveland, Ohio	Philadelphia, Pa.
Baltimore, Md.	Denver, Colo.	Pittsburgh, Pa.
Boston, Mass.	Detroit, Mich.	San Francisco, Cal.
Charlotte, N. C.	Minneapolis, Minn.	St. Louis, Mo.
Chicago, Ill.	New York City	Winnipeg, Man., Can.

2150-30

**Record of Cars Shipped**

This double page form is designed especially for country shippers in keeping a complete record of each car of grain shipped from any station or to any firm, may be kept by themselves under the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9½x12 inches, and contains 160 pages of ledger paper, 29 lines to each page, and has spaces for recording the foregoing facts regarding 2320 carloads. It is well bound in strong boards with leather back and corners.

Order Form 385. Price, \$3.00.

**GRAIN DEALERS JOURNAL**

309 So. La Salle St.

Chicago, Ill.



# GRAIN ELEVATOR BUILDERS

★★★  
**The Star Engineering Company**  
 Specialists in  
**Grain Elevator Construction**  
 Our elevators stand every test, Appearance, Strength, Durability and Economy of Operation.  
 Estimates and information promptly furnished  
 ★★ **Wichita, Kansas** ★★

**FEDERAL ENGINEERING CO.**  
 Designers and Builders—Grain Elevators, Mills and Warehouses  
 TOPEKA, KANSAS

—First in Enterprise!  
 —First in Advertising!  
 —First in Circulation!  
 —First in News!  
 The Grain Dealers Journal

**CRAMER BUILT**  
 is the mark designating the best in Grain Elevator Construction at normal prices  
**W. H. Cramer Construction Co.**  
 NORTH PLATTE, NEBR.  
 Plans and Specifications Furnished

**HICKOK** Construction Co. **ELEVATORS**  
 MINNEAPOLIS

**WHY-A-LEAK—STOP IT—**  
**BAD ORDER CARS**

cause the loss of many hard earned dollars to shippers of grain and seed.

**MUCH OF THIS LOSS** can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

**KENNEDY SYSTEM** of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

**WILL YOU NOT** give us an opportunity to submit full details of our system and the low cost for this protection? We are confident this would demonstrate to you the efficiency and money saving merits of our car liners.

**THE KENNEDY CAR LINER & BAG COMPANY**  
 MELBYVILLE, IND.  
 Canadian Factory at Woodstock, Ontario

**MACDONALD ENGINEERING CO.**  
 DESIGNERS AND BUILDERS OF  
**GRAIN ELEVATORS**  
 San Francisco Chicago New York Toronto

**D. F. HOAG & CO.**  
 Designers and Constructors of  
**GRAIN ELEVATORS**  
 Corn Exchange, Minneapolis

**L. J. McMILLIN**  
**ENGINEER and CONTRACTOR of GRAIN ELEVATORS**  
 Any Size or Capacity  
 523 Board of Trade Bldg., Indianapolis, Ind.

For elevator and mill supplies we issue a net price catalog. If in the market write us for one.  
**WHITE ★ STAR ★ CO.**  
 WICHITA, KANSAS

**GRAIN and COAL ELEVATORS**  
**T. E. IBBERSON CO.**  
 CONTRACTING ENGINEERS  
 MINNEAPOLIS, MINN.

L. D. Rosenbauer, Pres.  
 H. P. Roberts, V. Pres.  
 L. W. Ledderwood, Sec.  
 A. E. Owen, Supt. Cons.

**Southwestern Engineering Company**  
 Designers and Builders of  
**MODERN MILLS, ELEVATORS and INDUSTRIAL PLANTS**  
 SPRINGFIELD, MO.

**HORNER & WYATT**  
 Designers of  
 Flour Mills and Grain Elevators, Warehouses, Power Plants and Industrial Buildings.  
 Preliminary Sketches and Estimates, Valuations and Reports.  
 New Board of Trade, Kansas City, Mo.

**Want a Job?**—Advertise in the Situation Wanted columns of the Grain Dealers Journal



(Kehler Flour Mills, St. Louis, Mo.)  
 51 circular bins.

*We recently built these elevators and many others of various shapes and capacities.*

We design and build Grain Elevators, Milling Plants, Seed Plants, Coal Pockets, Warehouses and similar structures.

Many years experience.

WRITE US

**R. C. STONE ENGINEERING CO.,**  
 320 Merchants Exchange Bldg.,  
 St. Louis, Mo.



(H. C. Cole Mfg. Co., Chester, Ill.)  
 48 square bins.

Write for booklet describing STONE'S VEHICLE DRAIN DUMP. It is portable—Will dump in any number of sinks.

By mentioning the Grain Dealers Journal of Chicago when writing its advertisers you help it to more efficient work in improving grain trade conditions.



## The Most Modern Elevator in the World

This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

### Four Stewart Link-Belt Grain Car Unloaders

*Every day in every way we are designing and building better and better Grain Elevators.*

*We have built for many of your friends—Eventually we will build for you*

*Why not now?*

**James Stewart & Co., Inc.**

Designers and Builders  
GRAIN ELEVATORS  
In All Parts of the World

Grain Elevator Dept., W. E. Sinks, Manager  
1210 Fisher Building, Chicago, Ill.



## One of a Group of Elevators

Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.  
The Saskatchewan Co-operative Elevator Co., Limited.  
The Grain Growers' Grain Company, Limited.

### THE BARNETT-McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS  
Offices: Fort William Ont., Duluth, Minn. Minneapolis, Minn.



## First Unit Municipal Terminals, City of Norfolk, Virginia, U. S. A.

This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

**Folwell-Ahlskog Co.**

Engineers and Constructors

Chicago, Illinois, U. S. A.



Operated by  
The Eastern Grain,  
Milland Elevator  
Corporation



Concrete-Central  
Elevator, Buffalo, N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by  
**Monarch Engineering Company**  
Buffalo, N. Y.



2,000,000 Bushel Elevator  
3,000 bbl. Flour Mill  
Office Building  
Power Plant  
Warehouses  
and other  
Buildings

Built by

**Fegles Construction Co., Ltd.**

Minneapolis, Minn.

Ft. William, Ont.



State Owned Mill and Elevator, Grand Forks, N. D.

## Kimbell Milling Company Elevator

Fort Worth, Texas

550,000-bushel grain elevator, special design of bin arrangement to facilitate storage and handling of a variety of grains of different grades. Additional storage of 250,000 now under construction.

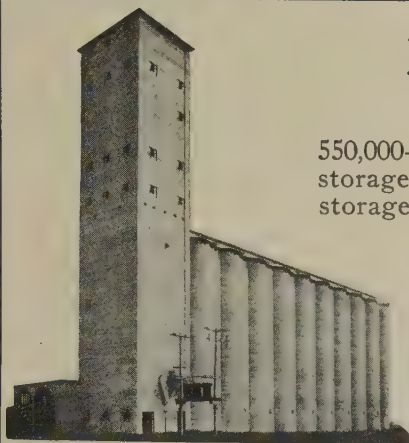
Designers and Builders

**Jones - Hettelsater Construction Co.**

*Grain Elevators—Flour and Feed Mills*

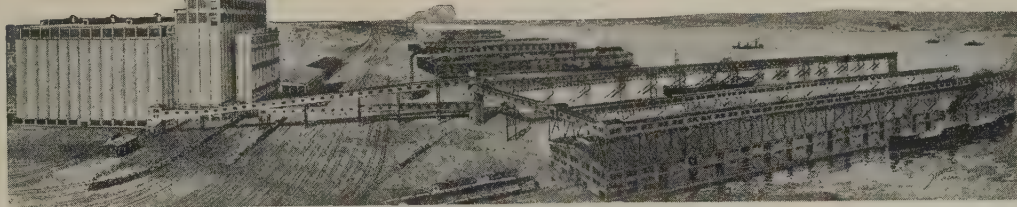
706 Mutual Bldg.

Kansas City, Mo.



*"A 1923 model that speaks for itself"*

**Baltimore & Ohio R. R.**  
Baltimore



**John S. Metcalf Co.**

Grain Elevator Engineers

108 S. La Salle Street  
Chicago, Ill.

54 St. Francois Xavier  
Street

Montreal, Que.

also at

Melbourne,  
Australia

Buenos Aires,  
Argentina

Vancouver, B. C.

London,  
England

## Terminal Grain Elevator

Capacity 3,800,000 Bushels

for

The Baltimore and Ohio R. R. Co.  
Baltimore, Md.

Constructed

By

THE **M. A. LONG** CO.

Engineers and Constructors  
Grain Elevator Department

Baltimore

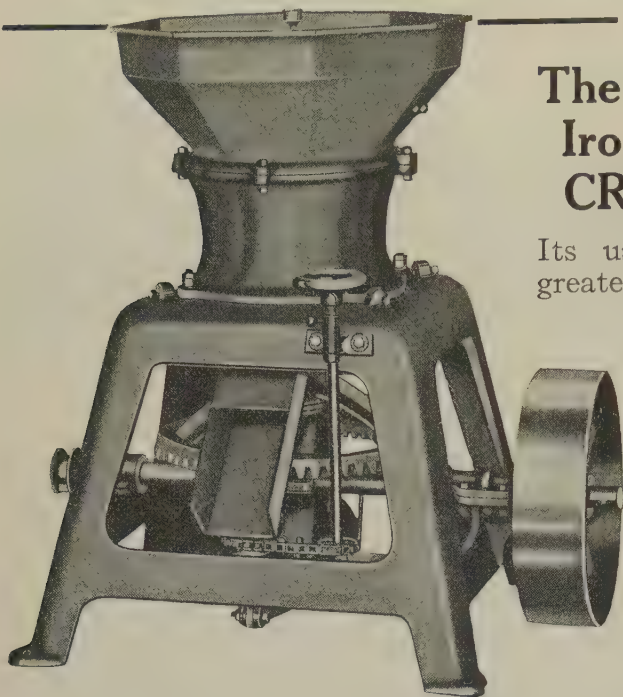
Maryland





# For Crushing Corn Ears

—use—



## The Monarch Iron Frame CRUSHER

Its use will give you greater capacity on your Attrition Mill or Roll because it prepares the corn and cob just the right size for grinding. You will note a difference in your power bills because crushing can be done one-third cheaper than grinding.

*Our booklet ID shows a complete line of Crushers.  
A copy will be mailed on request.*

## SPROUT, WALDRON & COMPANY

1202 Sherman St. - MUNCY, PA.

CHICAGO OFFICE:  
830, 9 S. CLINTON STREET

KANSAS CITY OFFICE:  
612 NEW ENGLAND BLDG.



THE MONARCH MILL BUILDERS

10,000 SHIPPERS  
Are now using

**TYDEN  
CAR SEALS**

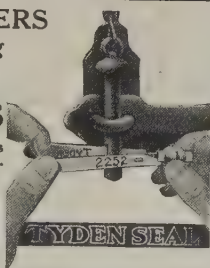
Bearing shipper's  
name and consecutive  
numbers.

Prevent  
**CLAIM LOSSES**

Write for samples  
and prices

**INTERNATIONAL SEAL & LOCK CO.**

Chas. J. Webb, Vice President  
617 Railway Exchange Bldg., Chicago, Ill.



### CONE-SHAPE GRINDERS

**It PAYS to GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

*"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." R. W. Watt, Jacobburg, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue. Gr  
**N. P. BOWSHER CO., SOUTH BEND, IND.**



## McMillin Wagon and Truck Dump

If you are having trouble in dumping long coupled wagons or trucks on your regular type of dump or if you are counting on making any changes in your driveway or sinks investigate this dump, as we believe it will come the nearest filling all requirements in the most practical and economical way, in cost of installing, ease of operation, and amount of power used.

One device will take the place of three or four and will handle any length or kind of vehicle regardless of their capacity.

There are no delicate or short lived parts.

There are no parts to leak or freeze.  
Write for circulars and description.

ADDRESS

**L. J. McMILLIN**  
525 Board of Trade Building  
Indianapolis, Ind.

*For whatever you wish to know  
about equipment or supplies used  
in or about a grain elevator ask the*

**Information Bureau**  
Grain Dealers Journal Chicago, Ill.



## It takes only a spark

—Only a spark to wreck the labor of months, only the click of steel on steel to destroy millions of dollars worth of life and property.

Tramp iron has many times been the cause of complete destruction—and tramp iron is sure to turn up in grain.

The cost of protection is so small. Keep it out with Dings High Intensity Magnetic Separator. Not a particle can escape. Get the Dings free bulletin.

Dings Magnetic Separator Co.  
642 Smith St Milwaukee, Wis.

**Dings** "High Intensity"  
**Magnetic Separators**

## Receiving and Stock Book

Form 321 is designed for keeping a record of each kind of grain received at a country elevator in a separate column so that the buyer by adding up columns may quickly determine the number of bushels of each kind of grain on hand. Columns are also provided for date, name, gross, tare, net pounds, price, amount paid and remarks.

The book is printed on Linen Ledger paper, well bound with keratol back and corners. Each of its 160 pages is 9x12 inches, giving room for recording 3200 wagon loads. Weight 2 lbs. 6 oz. Price \$3.00.

Grain Dealers Journal 309 South La Salle St., Chicago, Ill.



# A Jay Bee

**will make money  
for you grinding  
alfalfa—**

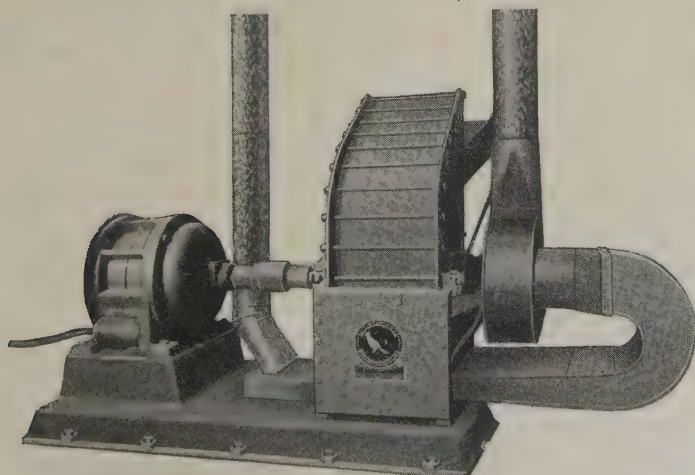
Many a farmer longs for a custom miller who can produce a finely ground alfalfa meal. For hogs can be fattened in from two to six weeks less time and at less cost, if the right alfalfa meal can be had.

Therein lies the trouble. The old fashioned mill cannot grind alfalfa fine enough. But the Jay Bee, with its whirling, smashing, patented steel hammers, can. Not only can it grind alfalfa as fine as is desired, but oats so fine that no slivers of the hulls are left, or snapped corn with the husks on—in fact anything that grows.

The owners of Jay Bee Mills are never in want of business. Many tell us that they have customers who drive twenty miles, through other towns to bring their products to them.

Write today for a free demonstration at your mill by our local representative.

**BOSSERT CORPORATION, UTICA, N. Y.**

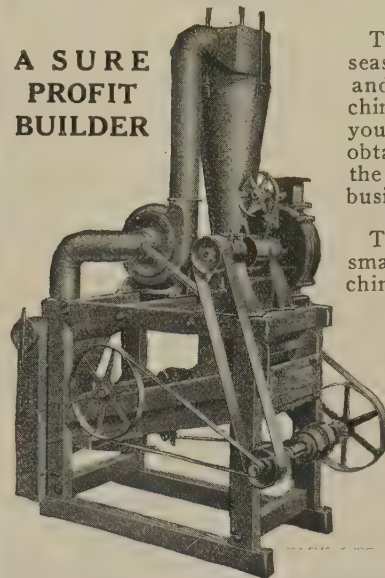


# T U N I Q U E T

**COMBINED CRACKER and GRADER**

*Produces uniform steel cut corn, grades it,  
and cleans it thoroughly in one operation*

**A SURE  
PROFIT  
BUILDER**



The cracked corn season is coming on and with this machine in your plant you will be able to obtain a share of the profits which this business brings.

The first cost is small and the machine takes up little space in the plant. It is shipped complete, ready to be installed and operated without expense or delay.

*Write us today  
for complete  
description.*

**ROBINSON MFG. CO.**

**42 Robinson Bldg., Muncy, Pa.**

— CHICAGO OFFICE —  
111 WEST JACKSON BLVD.

# The Bauer

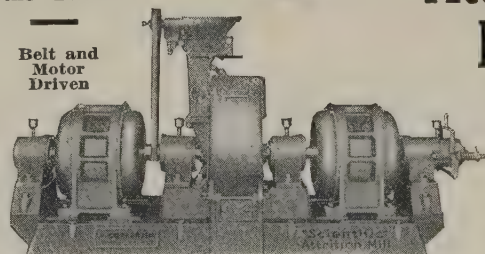
**COSTS LESS PER HOUR**

**Heavy Duty**

**Attrition  
Mills**

**"The Mill  
that Fills  
the Bill"**

**Belt and  
Motor  
Driven**



**Accessible  
Interior  
Self Tram-  
ming  
Safety Quick  
Release**

The Bauer Ball-Bearing Motor-Driven Attrition Mill

**Put Your Grinding Problems Up to Bauer**

Bauer Attrition Mills are made by Attrition Mill Specialists who have made a lifetime study and world-recognized success in building Attrition Mills that increase the output, decrease milling costs and put the Grinding Business in the profit-making class. The Bauer Engineering Department is at your service without cost to you. Let Bauer solve your Grinding Problems.

Send for Catalog

**THE BAUER BROS. CO.**

506 BAUER BLDG.

SPRINGFIELD, OHIO

Makers of Bauer Attrition Mills, Corn Crackers, Cake Breakers, Centrifugal Reels, etc.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**CENTRAL INDIANA**—Elevator for sale. Priced right, location considered. Address 53V29, Grain Dealers Journal, Chicago, Ill.

**NORTHWEST IOWA**—Elevator for sale; large volume; favorable competition; owner retiring. Cash only. Address 54A1, Grain Dealers Journal, Chicago, Illinois.

**KANSAS**—11,000 bu. capacity elevator for sale and a modern home; located in best Wheat Belt in Kansas. Price \$12,000. Address 53Z11, Grain Dealers Journal, Chicago, Ill.

**EASTERN NEBRASKA**—Several elevators and lumber yards for sale; well located. These are choice properties. If interested write 53X21, Grain Dealers Journal, Chicago, Ill.

**NORTHERN KANSAS**—Two elevators for sale on main line Rock Island; located in first class alfalfa, corn and wheat section. Address 53Y17, Grain Dealers Journal, Chicago, Ill.

**CHOOSE YOUR ELEVATOR** from the many offered. Insert an advertisement in the "Elevators Wanted" columns of the Grain Dealers Journal, and select one at a satisfactory price and station.

**INDIANA**—Well located elevator for sale in good city of 10,000, in heart of best farming district in Indiana. Good reason for selling and low price. Address 53Q31, Grain Dealers Journal, Chicago, Illinois.

**BARGAIN** Grain Elevator with Coal and Feed trade located best Wisconsin territory; electric power; drying machinery; 125,000 bu. fireproof storage; transit rates to all markets; terms. Address A. J. Pick, West Bend, Wis.

**IOWA**—25,000-bu. cribbed elevator for sale; well equipped with machinery. Good competition and handle 225,000 to 275,000 bus. yearly. Big oat and fair corn crop. Address 53X19, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS**—15,000 bu. elevator for sale; on private ground; electric equipment; located on I. C. R. R.; best grain country. Price right; can make terms; possession at once. Write 53R5, Grain Dealers Journal, Chicago, Ill.

**SOUTH DAKOTA**—20,000 bu. cribbed elevator for sale; located county seat town; on private ground. Mostly handle wheat and corn; corn this year above the average quality. Good reasons for selling. Will take \$4,000 for quick sale. Address Box 18, Rowena, So. Dak.

## BARGAIN IF TAKEN AT ONCE.

**SOUTHEASTERN KANSAS**—Only elevator and feed business in good town close to Pittsburg. Fully equipped to grind all kinds of grain and feed. Side track facilities. Bin capacity 5,000 bushels, bag capacity 4,000, 100 bags. Hay storage 50 to 60 tons. Sales for 1924 \$100,000.00. This is a real bargain and owner must leave on account of health. Address Dean & Breivogel, Pittsburg, Kansas.

## ELEVATORS FOR SALE.

**OHIO**—Elevator for sale, only one in town; good point, fully equipped. Address Box 163, Sidney, Ohio.

**NORTHERN INDIANA**—10,000 bu. iron clad elevator for sale, nearly new, with feed house attached. Lock Box 241, LaGrange, Ind.

**FOR SALE**—Terminal elevator and Kansas Line. 250,000 bus. at half replacement value payments. Allin, Coffeyville, Kansas.

**SOMEBODY'S** always hunting an elevator, and there is no wrong time of the year to put an ad in the "Elevator For Sale" columns of the Journal.

**NORTHERN ILLINOIS**—3 country grain elevators for sale with lumber yard attached. All in good repair. Address 51W2, Grain Dealers Journal, Chicago, Illinois.

**6,000 BUSHEL**, well equipped elevator for sale, almost new, in small town, one of best farming sections in Missouri. Address 54A8, Grain Dealers Journal, Chicago, Ill.

**NORTHERN IOWA** elevator for sale, located in very good town with good territory for business. For terms and particulars address 52J8, Grain Dealers Journal, Chicago, Ill.

**NEBRASKA**—An 18,000 bu. elevator for sale in the best grain point in eastern Nebr. Doing a splendid business, part cash, balance good terms. Reason for selling, age and wish to retire. Address 54A16, Grain Dealers Journal, Chicago, Illinois.

**CENTRAL INDIANA**—Modern 15,000 bushel elevator doing good business in grain, feed, coal, etc. Terms \$5,000 cash, balance one, two and three years. Might trade for Indianapolis real estate or good central Indiana farm. Address 53Y14, Grain Dealers Journal, Chicago, Ill.

**OHIO**—A 20,000 bu. elevator, all electrically equipped, together with retail lumber yard and builders' supplies. A feed grinding plant and a splendid line of sidelines with three large warehouses located in the best corn and wheat belt of central Ohio. Address 53Z3, Grain Dealers Journal, Chicago, Ill.

## ELEVATOR AT AUCTION.

**BYRON, ILL.**—22,000 bushel, round vitrified tile elevator, coal sheds and complete modern equipment to be sold at auction on Saturday, January 31, 1925. Located on C. G. W. R. R. in good Stock, Grain and Dairy district of Illinois. Population 1,000. For particulars address Ray Barrick, Sec., Farmers Grain Company, Byron, Illinois.

**BARGAIN IF TAKEN AT ONCE**—Someone is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property; to enlarge your present interests, or embark in the grain business USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## ELEVATOR FOR LEASE.

**SOUTH DAKOTA**—My grain elevator at Corsico in good grain territory for lease. Address 53Y11, Grain Dealers Journal, Chicago, Ill.

## ELEVATOR BROKERS.

**ALWAYS HAVE** grain elevators for sale. J. M. Maguire, 6440 Minerva Ave., Chicago, Ill.

## ELEVATORS WANTED.

**WANT TO TRADE** my Bottling Works, good location and patronage, for Elevator or Hardware. Address Box 100, Corydon, Indiana.

**CHOICE 320 ACRE** Minnesota Farm to exchange for elevator in Iowa, Illinois or Minnesota. Address M. F. Green, 1441 Bever Ave., Cedar Rapids, Iowa.

**WANT ELEVATOR** Western two-thirds Kansas or Okla., A. T. S. F. or U. P. Must be good wheat point. Complete description house, territory, location, competition and price first letter. Address 54A23, Grain Dealers Journal, Chicago, Ill.

**WANT TO TRADE** 156 acres farm for elevator and feed business, located in Northern Missouri preferred. Farm well improved, one-half mile from good town, good churches and schools of different denominations. Address 54A6, Grain Dealers Journal, Chicago, Ill.

**THE WANTED-FOR SALE DEPARTMENT** of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit, and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

## FOR RENT.

**OUR PLANT** which we operated as a feed store for 40 years and until October 1st, 1924. 1923 sales \$175,000.00. Address Conklin & Cummins, Goshen, New York.

# FOR SALE

## Comminuted Material and Meal Mill with real Money Making opportunity

Will sell half ownership or entire mill to party with usual qualifications who can manage and operate plant. Mill exceptionally well located, in good condition, producing Comminuted Material and Meal from corn cobs. Products sold to Aluminum, Tin Plate, Metal Product Manufacturers and other outlets at good prices requiring small sales resistance and representing a real money-making opportunity. Reason for disposing of property on above basis is that other interests require personal attention.

C. C. TRUAX,

1170 East Broad Street Columbus, Ohio



## ELEVATORS AND MILLS FOR SALE.

**FLOUR MILL and Grain Elevator for sale;** yearly business \$30,000; established since 1909; mill capacity of 100 bbls. also storage capacity of 2,000 bus. The entire equipment is modern and up to date. Good feed business, coal bin of 5-car capacity. Located on the B. & O. R. R. in southern part of Indiana in the grain belt. Cement building. Selling on account of death. THE O. E. TREACE & CO., 208-209 Lombard Bldg., Indianapolis, Ind.

**OHIO—RECEIVER'S SALE.** 5 grain elevators and 1 corn meal mill, known as the "Heffner Mill," and one flour and meal mill, known as the "Crites Mill," situated in Circleville, Ohio, and vicinity, together with certain brands and the good will of said mills respectively, will be offered for sale by order of Court, by the Receivers of The Dixie Mills Co., at public auction at the door of the Court House in Circleville, on Thursday, January 29th, 1925, at 1 P. M. Opportunity of a lifetime to acquire valuable milling and elevator properties cheap. Full particulars will be furnished upon request. Address Chas. Gerhardt and Edwin C. Wright, Receivers of the Dixie Mills Co., Circleville, Ohio.

## MILL FOR SALE.

**COLORADO MILL AT GREAT BARGAIN.** 300-bbl. flour mill with feed grinding equipment and ample facilities for handling feed. 50,000-bu. cribbed elevator. Buildings fully equipped with modern and economical machinery. Twin City Corliss engine, two Babcock-Wilcox tubular boilers, electric mill. In Boulder, Colo., two blocks from business center. General Appraisal Co. estimated value in 1921 \$163,000 without real estate, which has been appraised at \$20,000. Annual business of plant has ranged from \$600,000 to \$1,000,000. Trackage on U. P. R. and Col. & Sou. Ry. Boulder is one of the most attractive business and residential cities of the state, seat of the state university, 29 miles from Denver, population 12,000; 40,000 people within easy wagon haul; coal mines 8 miles by direct rail line. This plant is insured for \$60,000, which is the asking price. A splendid offer for a practical miller to get well established business in an ideal locality. Price represents a great sacrifice for the owners; but a real bargain for the buyer. Address E. C. Hanley, Colorado National Bank, Denver, Colo.

## BUSINESS OPPORTUNITIES.

**WANT TO HEAR** from owner having elevator or other business for sale. State cash price and particulars. Address John J. Black, 57th Street, Chippewa Falls, Wisconsin.

**HAVE RETAIL COAL YARD.** Will sell or trade for farm or country elevator in good location. Invite inspection. Port Huron Storage & Bean Co., Port Huron, Mich.

**A SUBSTANTIAL INTEREST** with active participation in an old established, thriving grain receiving and shipping business, in excellent grain center of the Central West. Large local demand. The best of shipping facilities. \$15,000 required. Address 54B11, Grain Dealers Journal, Chicago, Illinois.

**WANT TO RETIRE** from mercantile business. Successful for twenty-five years. No cleaner stock in eastern Iowa. Profitable and going business. Stock \$15,000 to \$20,000. Opportunity for right man. Traders or speculators need not answer. Might be interested in farm or elevator property.

F. MUELLER & SON, Calamus, Iowa.

## FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

## SITUATION WANTED.

**WANTED**—Position as elevator manager; 20 years experience in grain business. Can furnish references. Address 53Y15, Grain Dealers Journal, Chicago, Illinois.

**POSITION WANTED** as manager of elevator; 20 years' experience in grain, coal and feed business. Address 53X10, Grain Dealers Journal, Chicago, Illinois.

**WANTED**—Position as manager farmers' elevator; 12 years' experience; understand side lines, books; best of references. Address 54A3, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Position as manager of elevator; have had several years' experience in grain, feed, flour, coal and seed business. Can furnish good reference. Address 54A2, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** in grain elevator; age 20, four years' experience, able to run any part of business in feed and grain dealing. Can furnish best of references. Address A. J. Buescher, Treloar, Mo.

**MAN WITH 24 YEARS'** experience in the grain business, wants position with some good firm; capable of handling any position; now employed, desires a change. Address 53U4, Grain Dealers Journal, Chicago, Illinois.

**POSITION WANTED** by married man 50 years of age to solicit grain business with good live commission firm in South Dakota. Reference given. Advise starting salary and particulars. H. Mansbridge, Rowena, So. Dak.

**YOUNG MAN**, 6 years' exp. as trader, corresp. sec., salesman, etc., in German, grain, flour, feed, etc., importing house. Desires position any kind, compensation secondary to opportunity. Address Henry Gumpert, 843 Ritner St., Philadelphia, Pa.

**MAN WITH 10 YEARS'** experience in the grain business desires change to town with good schools. Guarantee profitable business if my policy of administration adhered to. Best of references. Address 54A18, Grain Dealers Journal, Chicago, Illinois.

## SAMPLE ENVELOPES.

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed, made of very heavy manila for strength and durability and to withstand hard usage. Special folding method for closing envelope. Have a limited supply to sell at \$2.75 per hundred or in lots of 500, \$2.50 per hundred, f.o.b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

## HELP WANTED.

**SECOND MAN WANTED** to work in elevator. State experience and salary expected. Address 53Z4, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Competent man for country elevator, must have had experience. Married man preferred, house furnished. Address 53Y1, Grain Dealers Journal, Chicago, Ill.

**EXPERIENCED MANAGER** wanted to take my position with farmers elevator; must have \$2,000 to buy my interest in farm and stock in elevator. Address 53Y19, Grain Dealers Journal, Chicago, Ill.

"Please discontinue my adv. in the Journal, of help wanted. I have so many replies that I think I will have no trouble in securing the help wanted." This is from an Iowa elevator operator who ran an ad in this column recently.

## BAGS—BAGGING BURLAP.

**BURLAP BAGS OF EVERY KIND FOR SALE;** new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted Second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago.

## ENGINES FOR SALE.

**GAS ENGINE—30 h.p.** Stover, excellent shape. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

**GASOLINE AND OIL ENGINES** of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

## SCALES FOR SALE.

**FOR SALE**—60,000 lb. Howe Hopper Scale, good condition, \$100. Koch, Hutchinson, Kans.

**FOR SALE**—One 400 bu. Howe Hopper Scale, has been used only about 4 years, good condition. Apply Farmers Union Co., Upland, Nebr.

**SECOND HAND SCALES** for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

**FOR SALE**—One 4 bu. Richardson and two Richardson 8 bu. automatic scales. All self compensating; fine condition. One 8 bu. Avery; one R. R. track scale. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

## KEEP POSTED

**GRAIN DEALERS JOURNAL**

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....



## MACHINES FOR SALE

## ATTRITION MILL.

Two 36-in. Bauer Ball Bearing Attrition Mills cheap for quick sale. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**FOR SALE**—A nearly new Marvel Vita Cereal Mill at 25% less than cost. A good machine and a money maker. Milton Milling Co., Carl Junction, Mo.

**FOR SALE**—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

## ATTENTION! BARGAIN.

Four 120-bushel Nordyke & Marmon Driers and Coolers, latest style. Wire us for price on these. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**WE HAVE FOR SALE** at Mitchell, Iowa, a number of second-hand machines from a flour mill. A wheat separator, cockle machine and plansifter, besides a great amount of belting, elevator conveyor, etc., being among them. Address A. R. Coffeen, Decorah, Ia.

**ATTRITION MILLS**, 2 Monarch 20" B.B., 1 motor driven; 1 Robinson 16" B.B. single head; 2 Robinson 20" plain brng. dbles. head; 1 Dreadnaught 24". 3 Midget Mills; 1, 2, 4, 8 bu. Richardson Auto. Scales; Eureka Mag. Separator; Monitor Cleaners; Prinz Recv. Separator; 1-15/16" rlr. bearings; clutches; couplings; pulleys and motors all sizes; feed mixers; 2 and 3 high feed rolls conveyor; scourers; 1 40-h.p. oil engine. A. D. Hughes Co., Wayland, Mich.

## REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

W. R. Leathers, Mgr.  
9 S. Clinton St. Chicago, Ill.

## BARGAINS IN MACHINERY.

- 1 Fairbanks-Morse 1,000 gallon fire pump, good order, \$900.00.
  - 1 Hughes 750 gallon fire pump, \$600.00.
  - 1 condensing pump, special made by Filer & Stowell, Milwaukee, Wis., \$175.00.
  - 2 Engines (Right & Left) Stroke 24x42—Corliss Valve made by Filer & Stowell, Milwaukee, Wis., equipped with 1 14-ft. rope sheave 46" face—22—1 1/2" rope grooves, \$3920.00.
  - 1 10-ft. rope sheave 35 1/2" face 17—1 1/2" rope grooves, \$320.00.
  - 1 Alberger feed water heater, \$75.00.
  - 2 Westinghouse 7x9 air compressors, \$80.
- The above is the appraised valuation of this machinery. No reasonable offer will be rejected.

GRAIN MARKETING COMPANY,  
208 S. LaSalle St. Chicago, Ill.

## MACHINES FOR SALE

**FOR SALE**—24 inch Monarch Attrition Mill, almost new, \$150. Box 163, Sidney, Ohio.

## ATTENTION, OAT CLIPPER.

One No. 10 Invincible Oat Clipper, including Out Board Bearing. Wire us for price on this. Standard Mill Supply Company, 501 Waldheim Bldg., Kansas City, Mo.

**FOR SALE**—One Owen's Marquis Grain Cleaner No. 60; one Monitor Barley Cleaner No. 4; one Eureka Cockle and Seed Separating Cylinder. All machines in good condition. Address Farmers Elevator Co., Wanamingo, Minn.

**FOR SALE**—One Boot Tank, 22'0"x7'0" on the top, 4'0"x7'0" on the bottom, 7'6" deep, made of 3/16" Boiler Iron, Angle Iron around top, used one year, 4,700 lb. \$175.00 f.o.b. Kaylor, So. Dak. R. W. Oglesby, Contractor, Box 76, Watertown, South Dakota.

**NO. 8 HESS GRAIN DRIER** for sale, in good condition, now knocked down ready for immediate shipment. Drying capacity from eight to nine thousand bushels per hour. Originally erected in two sections, admitting operation of one or both sections at same time, as conditions demand. Therefore, will sell sections separately if need be. Address 54B7, Grain Dealers Journal, Chicago, Illinois.

## GOOD MILL MACHINERY FOR SALE.

Let us quote you from our big stock of machinery and mill furnishings. We have just put in a line of new wood-split pulleys, bearings and shafting and are prepared to fill rush orders promptly.

15-25-50 bbl. Midget Marvel Mills; with complete equipment or separately. Cash or terms. 12, two and three pair high corn rolls, all sizes. Some just like new.

Large stock of new and used Agitators, Bleachers, Attrition Mills and Hammer type Mills, Flour and bran packers, Cleaners and Scourers, Round and Centrifugal Reels. Several Complete mills. Bonner Springs, suburb of Kansas City.

H. C. DAVIS,  
NEW AND USED MILL MACHINERY,  
Bonner Springs, Kansas. P. O. Box 393.

## EAR CORN WANTED.

**WANTED**—Good sound ear corn, any color. Wire or write Stiefel & Levy, Fort Wayne, Ind.

## FEED WANTED.

**WANTED** prices of fodder, damaged grain, flour and sweepings. Address 54A21, Grain Dealers Journal, Chicago, Ill.

## GRAIN FOR SALE.

**GET OUR PRICES** on Red Top or Sumach, Black Amber and Orange Cane Seed, also Sudan Grass in carload lots. SHARP GRAIN CO., Healy, Kansas.



## HAY SPECIALISTS

## PEERLESS OYSTER SHELL FOR POULTRY

Peerless Oyster Co.  
1507 Russell St., Baltimore, Md

Made from FRESH SHELLS Only

# Field and Grass Seed Trade Directory

## BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale seed merchants.

## BUFFALO, N. Y.

Stanford Seed Co., The, wholesale field seeds

## CHICAGO, ILL.

Barkemeyer Grain & Seed Co., field seed dealers.

## CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

## COBURG, IOWA.

McGreer Bros., whlse. seed corn our specialty.

## CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

## COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

## CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds. Crawfordville Seed Co., seed merchants.

## FORT WAYNE, IND.

Kraus & Apfelbaum, field seed dealers.

## INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

## KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.

## LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain and field seeds. Louisville Seed Co., clover and grasses.

## MILWAUKEE, WIS.

Courteen Seed Co., field seeds. Kellogg Seed Co., field and grass seeds. North American Seed Co., wholesale grass & field seeds. Teweles Seed Co., L., seed merchant.

## MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds. Northrup King & Co., field seeds.

## NEW YORK, N. Y.

Nungesser-Dickinson Seed Co., wholesale seed merchants

## ST. LOUIS, MO.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.

## ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

## TOLEDO, OHIO.

Crumbaugh-Kuehn Co., wholesale field seeds. Hirsch, Henry, wholesale field seed. Toledo Field Seed Co., The, clover, timothy.

## SEEDS FOR SALE.

## MILLET SEED FOR SALE.

I have several cars Hog and Siberian millet for sale. Prices and sample gladly submitted. Address M. M. Summers, Willard, Colo.

**FOR SALE**—Hog, Siberian, Common, White Wonder and Early Fortune millet. Red and black amber cane, sudan. Can furnish in straight or mixed cars, re-cleaned or country run. Reimer-Smith Grain Co., Holyoke, Colo.

**SOY BEANS**, all varieties. Tested Seed Corn, nubbed, butted and crated, Yellow Dent and White Dent and other varieties. High grade Timothy Seed. Atlanta Elevator Co., Atlanta, Missouri.

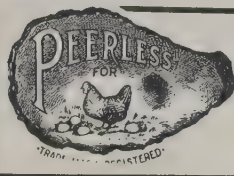
**CHOICE MANCHU** and Medium Yellow Soybeans, re-cleaned and screened, from hand sorted seed, contain no Morning glories or weed seed. \$2.75 per bus., hand sorted, fire dried Reid's Yellow Dent Seed Corn \$4.00 per bus., Sudan 10c per lb. f.o.b. Hammond. Samples on request. W. H. Suffer Farms, Hammond, Ill.



## DON'T EAT DUST

Gibbs' Patent Dust Protector affords perfect protection with perfect ventilation. Thoroughly tested for years in every kind of dust. Nickel-plated protector \$1.25. Canada \$1.50, post-paid. Circulars free.

GIBBS RESPIRATOR CO.  
246 Forest Ave. River Forest, Ill.





## SEEDS FOR SALE—WANTED

### Rudy-Patrick Seed Co.

ALFALFA—SUDAN  
MILLET and CANE  
WE INVITE YOUR INQUIRIES  
Kansas City, Mo.

### LOUISVILLE SEED COMPANY

Incorporated  
Louisville, Ky.  
Headquarters for  
RED TOP AND ORCHARD GRASS  
BUYERS AND SELLERS  
OF ALL VARIETIES

### SEED CORN

All Varieties

Kentucky Corn—Best in years

Write for samples and prices

### The C. T. Ashley Co.

Nicholasville, Ky.

### The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited Send us your samples  
TOLEDO, OHIO

### The Crumbaugh-Kuehn Co.

We Pay Top TOLEDO, OHIO Samples, Prices  
Prices for Your CLOVER and our Market  
Seeds—Your SEEDS Letter Upon Re-  
Track or Toledo Sweet Clover quest—We Deal  
Send Samples Alsike Alfalfa in Both Cash and  
Timothy Futures.

### Council Bluffs Seed Co.



Wholesale  
SEED CORN  
Growers

DENT FIELD — FLINT  
Sweet and Pop.  
COUNCIL BLUFFS, IOWA

### North American Seed Co.

WHOLESALE GRASS & FIELD SEEDS  
Milwaukee, Wisc.  
"THE HOUSE OF QUALITY"

### NATHAN & WOLF CO.

Fort Wayne, Indiana  
BUYERS AND SELLERS  
Red and Mammoth Clover, Alsike and  
Alfalfa, Sweet Clover and Timothy.  
Send samples for bids  
Ask for our price list

### The Stanford Seed Company

(INCORPORATED)  
Wholesale Field Seeds  
BUFFALO - N. Y.

### The J. M. McCullough's Sons Co.

BUYERS—SELLERS  
Field and Garden Seeds  
Cincinnati - - - Ohio



### CRAWFORDSVILLE SEED CO.

FIELD SEEDS

CRAWFORDSVILLE, INDIANA

### Crabbs Reynolds Taylor Company

CRAWFORDSVILLE, INDIANA  
Buyers and Sellers  
CLOVER AND TIMOTHY SEED—GRAIN

### Kraus & Apfelbaum

Ft. Wayne, Ind.

Wholesale  
Field Seed  
Dealers

Our AA Brands stand the test.  
Ask the dealers who buy them.

Dealers in the

Clover, Alfalfa and Timothy

Seed Districts, mail us your samples. We  
are always in the market. Let's get going  
with one another.

### COURTEEN SEED COMPANY

MILWAUKEE, WIS.  
WEEKLY PRICE LIST ON REQUEST

### L. Teweles Seed Co.

MILWAUKEE, WIS.  
Grass and Field Seeds

### NUNGESSER-DICKINSON SEED CO.

New York, N. Y.  
BUYERS AND SELLERS  
Clover and Grass Seeds

### SEEDS

Clovers, Alfalfa, Timothy,  
Grass Seeds—Seed Grains  
—Fodder Corn—Millets—  
Minnesota Grown Seed  
Corn.

Vegetable—Flower—Lawn Seeds

### NORTHROP, KING & CO.

Minneapolis, Minn.

### KELLOGG

SEED COMPANY  
MILWAUKEE, WISCONSIN  
FIELD AND GRASS SEEDS

### BARKMEYER

Grain & Seed Company  
Chicago  
SEEDS  
Bag Lots or Car Lots

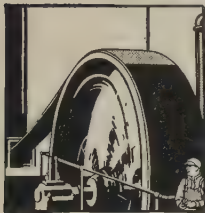
To BUY or SELL  
RENT or LEASE  
an ELEVATOR

Place an adv. in the "Wanted" or "For Sale"  
columns of the GRAIN DEALERS JOURNAL,  
of Chicago. It will bring you quick returns.

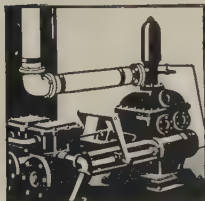
### ED. F. MANGELSDORF & BRO.

Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder  
Seeds, Sudan Grass, Soy Beans, Cow Peas  
First and Victor Streets St. Louis, Missouri





Transmission Belts

Packings—Pipe  
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BeltsHose, all kinds; Molded Goods; Tires  
for every transportation need

## The Alchemy of Modern Industry

The old alchemists' dream—transmuting base metals into gold—is rivalled by the modern achievements of Goodrich Rubber.

The mild looking, flannel-soft crepe shown above—crude rubber as it comes from the plantations—is daily made into Goodrich Rubber that outwears steel!

In 34,000 different products it is replacing leather, wood, and metal; it resists heat, cold, moisture—even the bite of acid.

In the field of industry Goodrich has scored noteworthy success. Specialized study of individual requirements in different industries has developed just the belt, or hose, or particular molded piece best adapted for that service.

Mastery of the mysterious nature of Rubber is due to scientific knowledge, but most of all to experience. The supreme Quality of Goodrich Rubber is the outgrowth of fifty-five years study and manufacturing effort.

Our Research Dept. invites suggestions for new uses of rubber.

THE B. F. GOODRICH RUBBER COMPANY

ESTABLISHED 1870

Akron, Ohio

# Goodrich RUBBER



## GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, JANUARY 25, 1925

THE federal bread act proposed in a bill by Senator Capper may have some scintilla of merit, but it is nevertheless an unwarranted encroachment on the police power of the various states, and should be defeated.

IN its opposition to the federal child labor amendment the American Farm Bureau Federation merits the aid of grain dealers. Unless habits of industry are drilled into the farm boy in early youth he may become a loafer for life and often drift into the city to become a hated middleman or a hoodlum.

**BULLS** in the corn market who have had easy sledding for several months past are advised to study the chart of cash prices of corn, published elsewhere in this number, noting particularly the low points made each week since January 1. While the price of corn may soar to altitudinous heights next summer, intermediate reactions are inevitable, and dealers carrying cash corn unhedged may well be more cautious.

**DELAY IN PAYMENT** that is inseparable from the pool method of selling crops causes heavy loss to members who remove from their farms, and to the families of deceased farmers. That this often amounts to a large sum is evident from the quandary in which the Dominion Government finds itself involved, in disposing of \$500,000 unclaimed by holders of wheat participation certificates. Under the regular plan of marketing wheat the farmer gets cash in full when he delivers it, which is usually when he needs it, and not years after he is dead.

RECENT withdrawals from the raisin pool have brot its acreage down to less than 85 per cent. The members may congratulate themselves that they had not signed a 5-year agreement.

**CLAIMING** credit for having manipulated grain prices upward is hazardous in view of the implication that when the inevitable drop in prices comes the marketers will be charged with failure to hold up the prices. The most that grain handlers can claim fairly is that they assisted, by speculation, the movement of prices upward in response to natural conditions.

**MAUST BROS.** elevator at Falls City, Neb., received an awful jolt recently when the Missouri Pacific jumped the track and hit one corner of the building, twisting it all out of shape, but the property owner received a greater jolt when the railroad officials admitted the railroad was to blame and offered to pay for all repairs. It would seem that some railroad officials really desire to be fair and square with the operators of bulk grain freight depots.

A **PROSECUTING ATTORNEY** of Missouri with the evident desire of detracting attention from portions of his work, or at least getting into the limelight, has brought suit against a member of the Kansas City Board of Trade under the bucket shopping law. Grain dealers who are familiar with the provisions of the law and the difference between bucket shops and a grain exchange member will not be disturbed by the misguided action of this Sedalia bucolic. He has no case and his claims will not last long in any court.

**GRAIN SHIPPERS** having questions before the Interstate Commerce Commission and not desiring to waste time and money traveling clear across the country to Washington should urge their congressmen to appropriate adequate funds for the Commission. In the last six months there were 112 hearings held in the city of Washington that ordinarily would have been held out in the field. These 112 hearings brought to the city of Washington 1,095 people, paying transportation to and from Washington, putting up with outrageous prices for room and food. If they had six examiners in the field, such as has been possible heretofore, these cases would all have been determined in the field.

**THE DECISION** by the Supreme Court of Washington declaring unconstitutional the section of the law allowing the state director of agriculture to revoke the license of a commission merchant without a hearing, as published elsewhere in this number of the Journal, is a blow at bureaucratic regulation, and some of the principles enunciated by the courts are applicable to the Grain Futures Act. It was argued by the state before the court that the director of agriculture could be trusted to be fair in the exercise of his powers and the people could depend upon him not to revoke a license without notice. The director would be a little czar. That is the ambition and the resolve of every bureaucrat, to have merchants deprived of the guidance of written law so that bureaucrats can sell the privilege of doing business as some governors sell pardons.

HERE IS a sad reflection on the far-sightedness of certain Iowa farmers who are so handicapped by bad roads that the elevator at Galva, Iowa, has been closed until the roads become passable.

AN **OKLAHOMA** feed dealer suffered extensive loss recently because of high temperature one Sunday when he was not around. A frozen water pipe thawed and flooded his stock. Water pipes around perishable foodstuffs are always accompanied by the flood hazard and need careful watching.

**THE GRAIN TRADE** traducers are the only ones who will not thoroughly enjoy the clear cut analysis of price advances given elsewhere in this number by Julius H. Barnes. Every grain merchant should make it his first duty to enlighten his farmer patrons regarding the misleading statements circulated so generally by the demagogues last Fall. It is to the best interest of all concerned that the producers of the land be given a clear understanding of how false their would-be leaders really were.

"**THE SQUEAKY** wheel gets the grease" was reiterated time and again to the Indiana Ass'n last week in hope of encouraging country grain shippers who experienced any difficulty in obtaining good cars when needed to squeak to the regional railway board which was organized to improve car service and which could not hope to attain perfection without suggestions and complaints from those who failed to get the cars needed, so it is up to you Mr. Shipper to raise your voice when in trouble. Squeak a little.

**SANITY** is beginning to break out in unexpected places. The agitators and demagogues seem to have sought new fields so it may be that the grain trade is to have permanent relief from its traducers. Just read the reflection in this number of the different addresses made at the South Dakota Corn Show and don't overlook the fact that the growers have urgent need for broadening their grain growers association so as to encourage diversification. Now that sanity seems to be getting in the saddle, grain dealers owe it to themselves and to their business to support it at every turn by keeping the farmers informed as to true conditions. The demagogues will have less chance of regaining standing with them.

**THE RADIO** has proved a real boon to grain dealers who have had the good fortune to install good equipment. The radio has placed the isolated country grain merchant closer in touch with terminal grain markets than he had ever hoped to be. The country grain dealers are improving their receiving facilities and the number and range of the broadcasters is continually being increased so that the suggestions of Clyde Wiley in this number for the improvement in the class of information broadcasted is timely. Doubtless the market broadcasters of every center would be glad to have suggestions regarding the actual information wanted by grain dealers. While the broadcasting service generally is free to all, the enterprising promoters as a rule are very glad to receive suggestions from those whom they seek to serve.



**RUNNING BELTS** should not be permitted to rub against wood as the friction produced is likely to be followed by fire as was the case in the dust house of Spellman & Co. at Lincoln, Ill., recently. If you are anxious to keep down the cost of fire insurance and continue to operate your present plant, refuse to tolerate known hazardous conditions.

**METAL PASSING** through a grinder at Appleton, Minn., recently started a fire and served warning to all mill operators that a strong magnetic separator was needed to keep metal out of grinding machinery and out of the feed produced. Millers who are anxious to retain the good will of their customers will not take chances on mixing metal with their products.

**COMPLAINTS** by grain growers of Western Canada with the purpose of having lake rates lowered by legislative action are not likely to bear fruit in lower rates, since there is no compulsion on the vessel owner to remain in the business of transportation on the same routes, as in the case of a railroad, which can not be removed. Fixed charges on the boats run the year round but the active season on Canadian grain is too brief to yield adequate earnings on a low rate.

**SASKATCHEWAN'S WHEAT POOL** in its selfish demand for the last straw is suing one of its members because he has seen fit to market his grain elsewhere. Investigation develops that many farmers are slipping their grain to independent dealers in defiance of their contracts, so the pool is nervous, and it now develops that it has made no attempt whatever to comply with the requirements of the Canadian Grain Act or take out a license so it can not get into court with clean hands. Surely a most embarrassing situation for the halo wearing promoters of the pool.

**POSTERS** thruout the country were provided for in an appropriation sought by the dry enforcement officer at Washington advising the people not to drink the liquor offered by bootleggers. If this is a good method of enforcing law why not post bills urging thieves to refrain from stealing grain out of cars lying on siding at terminals. A few years ago a federal law was enacted stringently penalizing thefts of merchandise from cars in interstate commerce. Why favor the enforcement of one federal statute above another?

A **CANADIAN** journal complains that it cost the government \$25,000 to produce the answer to one question asked at a recent session of Parliament, and that the answer was probably not worth 25 cents to the member who asked it or to the public. On this side of the border we are even more wasteful in conducting fruitless inquiries. Many years ago the federal government prosecuted and published an exhaustive inquiry into the grain trade, but instead of reading these books the Congress authorizes the Federal Trade Commission to start a new inquiry, which of course will cover the same ground. During the fiscal year ended June 30, 1924, the Federal Commission's expenditures were \$979,240, of which \$9,772 went into the investigation of grain exchanges, \$415 into the export grain inquiry and \$9,908 into flour milling. Who can testify that the grain inquiry has been worth 9 cents?

**GRAIN SHIPPERS** everywhere will be pleased to learn that two freight car thieves who broke seals and robbed wheat laden cars at Fort William, Ont., recently were sentenced to two months at hard work in the Industrial Farm. If all freight car thieves were given such punishment their number would immediately be reduced 60% at least.

**DIVERSIFICATION OF AGRICULTURE** by force is provided in a bill introduced Jan. 20 in the North Dakota legislature by Representative McDoall of Cavalier County, virtually confiscating the land of a farmer who prefers to use his own judgment on what crop to grow. After Jan. 1, 1926, a farmer may not plant the same crop on any piece of land for more than two years in succession, and a cultivated crop must be grown on each piece of land once in 6 years. It was to have been expected that after regulating the railroads and merchants the lawmakers would get around to regulating the farmers, who of all workers ought to be let alone. If all lawmaking bodies were forbidden to consider new laws more than once in six years the citizens would gain a wonderful relief.

### The Grain Dealers' Margin.

Every meeting of grain dealers develops additional evidence that the dealers themselves are beginning to recognize the futility of trying to continue marketing grain on their old-time margins. Their taxes and insurance, fixed expenses and interest on investment like those of every other merchant have been greatly increased during recent years without their making any attempt to obtain a proportionate increase in the recompense for their services.

Few grain dealers have realized a profit from the handling of cash grain over any period of five years, yet few discontinue until the sheriff forces them to seek employment elsewhere. The trouble has been with the grain dealer himself. His modesty has made him backward about demanding a sufficient margin to insure his making his fixed expenses for marketing grain. So unless the country grain merchant has profitable side lines he does not last long.

The elevator man performs a real service for the producer and is entitled to a fair compensation for his services. He builds elevators and keeps them open every business day of the year for the convenience and accommodation of the grain producers. No one is happier to get a high price for the grain producers than the elevator man and in his eagerness to help out the farmer he seems to have overlooked his own necessities. Competition has driven him to buy grain on such a narrow margin that he is seldom able to pay himself any salary after his fixed overhead has been provided for.

When the number of elevators at each station has been so reduced as to easily take care of the needs of the community the dealers may have some chance of realizing a profit from their services.

The evidence presented at recent meetings discloses quite clearly that of those whose records accurately reflect their business results, few show a creditable profit. This is a discouraging reflection on the business capacity and ability of the grain merchants. As their

present methods do not bring them any returns from their investment or recompense for their labors, then it is high time they changed both their methods of handling and their system of accounting.

### "The Intelligent Guidance of Agriculture."

Mr. McLaughlin of Nebraska has introduced in the House of Representatives a bill, H. R. 10358, "To establish an intelligent guidance of production, of marketing and of selling the basic commodities of American agriculture," and creating "The United States Corporation of Intelligent Guidance of Agriculture." A sad reflection upon the Dept. of Agri. with its 35,000 pap-suckers.

For those who laugh at this announcement it should be stated that the congressman introducing the bill takes it seriously.

Organizing a "corporation of intelligent guidance" is a clever play to the bucolic mind that was so successfully stung by the U. S. Grain Growers, Incorporated, of Delaware.

There have been successful corporations such as the Standard Oil Co., the Steel Corporation, and the Rockefeller Foundation; but in those organizations were found and bound together many individuals of real ability.

When the U. S. Corporation of Intelligent Guidance shall have been organized it will be found to be an aggregation of zeros in intelligence; and in the sum of all will still be zero.

Perhaps the backers of this law feel greatly encouraged by their success about two years ago in diverting the farmer from grain growing to cow farming. The farmer who would agree to go into dairying was by law allowed \$1,000 to help him start. It did not make any difference whether he knew anything about cow farming, or whether his lands were adapted to milk production or whether there was a nearby market.

The foolish farmer who took the advice of men who know nothing about his business now finds that he can not make a living. Butter is ten cents per pound cheaper than it was a year ago, but all kinds of grain are nearly double in price. The self appointed advisers of the farmer now disclaim responsibility by calmly admitting they did not know that grains were going to be dear in 1924-1925.

Too many men who have made a failure in business run for office, and how can the aggregation of failures inhabiting the halls of legislature, to form collectively our government, have any greater wisdom than the component parts. It is about time the fallacy that government control of any business is superior to private initiative was exploded.

Incompetent management is guaranteed by the provision of H. R. 10358 that the directors shall not actively engage in any other vocation. The opposite principle is followed in choosing directors for the large banks. Most of them are men active in management of enterprises outside of the banks.

The bill revives the price control of the McNary-Haugen Bill by providing the corporation shall purchase crops for export. If the citizens of the United States permit this bill to be enacted into law they deserve commitment to asylums for the insane.



## When Is a Concrete Elevator Fire-proof?

A heavy fire loss on the concrete elevator and contents of the Sullivan Grain Co. at Sullivan, Ill., two weeks ago adds convincing evidence that all concrete elevators are not fire-proof.

About a year ago another concrete elevator at Jamaica, Ill., suffered a heavy fire loss and did its part to warn owners and operators of concrete elevators that concrete of itself does not furnish complete immunity from fire loss.

Both of these losses were traced direct to sparks from the adjacent cob burner being sucked up cob spout into cupola of the elevator. Even though the cob burner was located adjacent to the elevator it could not be connected with the top of the cupola by a cob spout without incurring unusual hazard. A long spout open at both ends creates a perpetual draft its full length, and naturally many sparks from the cob burner when active were drawn up to cupola. Engineers have long warned against this danger and generally have equipped all such spouts with heavy iron valves which are quickly closed by gravity.

The Sullivan elevator like the Jamaica elevator had a dirty cupola and some combustible material so that the flames found sufficient substance to feed upon until the more destructive firemen could get to work and flood the place. 20,000 bus. of corn and oats in the deep bins gave them ample opportunity to swell the loss.

While the elevator walls were not damaged materially, the machinery with the exception of the sheller which was in the basement, was all put out of commission necessitating the re-furnishing of the plant and the removal of the damaged grain by hand.

Neither the Sullivan nor the Jamaica elevator carried any fire insurance so the loss will fall entirely upon the operator. These two fires bear what should be a particularly valuable lesson for owners and operators of concrete elevators generally. That is, that the walls of such plants may not burn, but the dust, the grain and the combustible material in the machines and equipment will burn and may result in fully as much loss to the owners of the grain as if the house was built of excelsior.

Fire is an extremely dangerous element to trifle with and no property owner can afford to ignore its danger even though he does possess a reinforced concrete elevator.

The cost of fire insurance on concrete elevators that are kept clean and free from combustible material is so low that no grain dealer can afford to go without insurance, and no sane banker will lend money on an uninsured risk.

YOUR CAREFUL perusal of our department devoted to "Supreme Court Decisions" and arbitration decisions may not gain you permission to practice at the U. S. bar, but it will surely give you a clearer understanding of your own rights as well as a healthy respect for the rights of those with whom you do business. You will invariably find the time spent in studying the trials and tribulations of your fellow dealer's time profitably spent.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Manufacture of Feed Briquets?

*Grain Dealers Journal:* We are interested in a machine that will make "sugar feed" with molasses as a binder and ground screenings as a base. We want to make sheep cake for throwing out on the ground to sheep on the range. Are there such machines?—Fruen Grain Co., Moberge, S. D.

**Ans.:** There is a demand for briquets of feed for sheep on the range, but their manufacture is still in an experimental stage. Among the difficulties are that feed is too valuable to throw on the ground, the high freight rate to the remote parts of the country where the ranches are situated, and the high cost of a machine that would produce the cakes economically.—S. T. Edwards, Chicago, Ill.

### Buying Corn Covered by Lien?

*Grain Dealers Journal:* Can I take grain from a farmer and pay him if I have never been notified of the lien?

I bought some corn and paid for it and a party came ten days later and told me that there was a lien on the corn. Can they hold me as I was never notified before?—John Kinsella, Colfax, Ill.

**Ans.:** Under the law of Illinois formal notice is not necessary to hold a buyer of grain covered by a landlord's lien. The buyer is liable if he knew the grain came from a rented farm. Anything that would put the buyer on inquiry is sufficient notice. When there is nothing in the transaction that would arouse the suspicion of a prudent businessman that the grain was covered by lien, he is a bona fide purchaser, and is not liable.

Whether the circumstances in this case were such as to charge the buyer with knowledge that the seller was a tenant we have not sufficient facts to venture an opinion.

In Illinois the lien expires 6 months after the lease expires.

Grain buyers can avoid liability for tenant's rent by making checks issued for tenant's grain payable jointly to the tenant and the landlord, then both will be required to endorse check before banker will pay it, and neither will have further recourse against the grain buyer.

### Bank Liable for Forged B/L?

*Grain Dealers Journal:* We have a case in Rosenbaum vs. Pipes et al. similar to the case of *Fort Worth Elevators Co. vs. State Guaranty Bank of Blackwell*, 220 Pac. 340, which holds under the uniform B/L act that a bank handling the draft to which lading is attached guarantees the genuineness of the lading, and is liable if the same proves to be a forgery.

We note that this case has been discussed in the Journal. If any additional cases have come to your attention, we would appreciate it very much if we might be referred to them, or to the issue of your publication containing reference to them.—Embry, Johnson & Tolbert, Oklahoma City, Okla.

**Ans.:** For many years buyers of grain honoring fraudulent drafts and forged Bs/L apparently were not aware they had any recourse against the banks, usually standing the loss, and in a few instances starting suit against the railroad company.

The first decision on this point was given in favor of the Fort Worth Elevators Co., as reported in the Grain Dealers Journal of Jan. 10, 1924, page 33.

The second case was that against the American State Bank of Omaha in favor of three grain commission firms, as reported in the Journal, page 165, Feb. 10, 1924. This was by Judge Carpenter in the U. S. Court at Chicago Jan. 18, 1924.

A third more recent decision is that of the Supreme Court of Oklahoma, given in the Jour-

nal, page 764, Dec. 10, 1924, entitled *First Nat. Bank of Heavener v. Kempner, et al.*, 229 Pacific Rep. 840.

Altho these decisions seem revolutionary they are founded on common sense, for why should not a bank which has the best opportunity to discover the fraud when the crook appears in person to negotiate a draft be held responsible for gross carelessness in aiding the forgeries by accepting the paper without question.

### Who Has Shrinkage Tables?

*Grain Dealers Journal:* At one time we had a grain shrinkage table which also included shrinkage tables for hay and straw. We found these tables very convenient. If you can tell us where we can obtain copies or give us the name and address of the publisher we would greatly appreciate it.—Wiedlocher & Sons, Springfield, Ill.

### Can You Merchandise Grain at a Profit?

*Grain Dealers Journal:* I am sorry that "Old Timer" did not sign his name to his article on page 47 of The Journal for January 10th.

If he is telling the truth about making a profit merchandising grain at a country station, but I think that he is not, I owe him a good suit of clothes, as I have had a standing offer to that effect for many years.

Since 1878 I do not recall a single year that we were able to make a profit over and above operating expenses on the margins our competitors required us to operate. Since that time, if the price of grain advanced while we owned it, we had an opportunity to make a profit; otherwise, we have made but little or no profit, and often operated at a loss. I would like to hear from others on this subject.—Yours truly, E. T. Custenborder, Sidney, O.

### What Is Safe Margin on Which to Buy Wheat?

*Grain Dealers Journal:* What is a reasonable margin on which to handle wheat? I have a miller for a competitor, or rather a mill elevator, which buys wheat for grinding. The buyer keeps the price of wheat to the farmer within 10c of the Toledo price. This gives us two or three cents for handling wheat. The quality this year has varied so widely that we have suffered losses on several shipments. I doubt that any one can buy grain of uniform quality safely on markets which change so quickly as has the wheat market during recent months. I would like to read the experiences of other grain dealers who have attempted to buy wheat of the present crop on a close margin and to know how they have come out. I think it is idiocy for any one to attempt to handle wheat on less than 6c. Any light on how to get relief from this troublesome situation will be appreciated.—D. I. K.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

1. C. 247346 passed thru Maroa, Ill., northbound on the Illinois Central Railroad Jan. 24. One car door was open and yellow corn was leaking out over the grain doors.—T. H. Wright, McGuire & Wright.

C. & N. W. 12870, loaded with corn, leaking very badly at the side wall, near to the door, while in the railroad yards at Fort Worth, Tex., on Nov. 15, 1924.—Mr. Simpson, Universal Mills.



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Code Words for "Time of Delivery" to Carrier.

*Grain Dealers Journal:* In regard to the Robinson Codewords for "Time of Delivery," pages 20, 21 and 22, the trade of Texas has generally accepted these words to mean delivery to the carrier. I have suggested to the author of this code that he issue a supplement stating that all the words for "Time of Delivery" mean delivery to the carrier, but he refuses because he has not a list of the code users, so any such supplement would not reach all the users.

Mr. Sturtevant, Chairman of Trade Rules Committee of the Grain Dealers National Assn., together with the Secretaries of the various associations, have been working on this proposition in order to establish as the rules and customs of the trade some definite meaning.

Mr. Sturtevant has this matter up with the members of the various Arbitration Committees as to their construction, with the hope that a general conclusion can be reached as to just what "Time of Delivery" means, and which will be acceptable to the trade generally. In Texas it has been accepted heretofore as meaning "delivery to the carriers," as no one could undertake to guarantee the action of the railroads in making delivery at any specific time.—H. B. Dorsey, Fort Worth, Tex.

### Galveston Not Congested Last Year.

*Grain Dealers Journal:* The writer has read with some surprise your article in the Grain Dealers Journal referring to the delays, congestions, and hazards, covering wheat shipped to this port, during the year 1924.

The fact is, there was no congestion, with reference to wheat movement through Galveston during the year of 1924, and I wish to call your attention to a few facts.

Regardless of knocks the Port of Galveston is second to none, other than the city of New York in exports. With particular reference to wheat and our facilities here during the year 1921, we exported from Galveston a little more than Seventy Million bushels of wheat, at that time the Wharf Company had not built its new concrete elevator with a capacity of one and one-half million bushels.

During the year 1924, we only had the privilege of handling a little more than twenty-seven million bushels of wheat through this Port, and there was certainly no congestion.

We have facilities in Galveston for unloading more than four hundred cars of wheat daily during daylight run. We can easily load to vessels, under favorable conditions, during the same period, seven hundred thousand bushels. If crowded by operating day and night, with sufficient ocean-tonnage to take care of the supplies on hand, the Port of Galveston can easily unload in a twenty-four hour period, and load to vessels one million bushels of wheat.

No one would object in the least to additional elevators being provided for Galveston, but we want the world to know that we are amply able to take care of any business that may be sent this way, and there is no reason for shippers to fear that their grain will not be properly handled when shipped to the Port of Galveston.

There would not have been a congestion in the year 1921, when we handled more than seventy-one million bushels of wheat, had it not been

for the fact that there was not sufficient ocean-tonnage available to supply the demand at that time.—J. C. Crouch, Mgr. Grain Dept., Texas Star Flour Mills, Galveston, Tex.

### Elevator Operators Can Help.

*Grain Dealers Journal:* As you have already published, Professor Chapman of the University of Minnesota developed a fumigant which, for the purpose of extermination of the moths and weevil which infest flour mills and grain elevators, has proven by experiment to be far better than any other fumigant on the market. This is a combination of Carbon Tetra Chloride and Chloro Picrin and has not yet been given a trade name. It is far more toxic than Carbon Bi-sulphide, is non-combustible and is not dangerous to life. Chloro picrin is the tear gas used in the Army and in the proportions that it is introduced into this fumigant it cannot do more than seriously inconvenience the user temporarily.

Patents are held by the University of Minnesota and arrangements have been made with the Isco Chemical Co., Niagara Falls, N. Y., for the manufacture of the fumigant. The work was progressing nicely until it became evident that the Bureau of Explosives was not inclined to differentiate between this product and the deadly Chlorine Gases in so far as regulations for shipment were concerned. It is impossible to market the fumigant under the present regulations.

It is probable that the Bureau of Explosives would reconsider its decision were it evident to them that there is a demand for the fumigant. The demand will become evidenced only by the direct statement of prospective users.

The Underwriters' Grain Ass'n of Chicago and this Bureau have spent a considerable sum of money in experimental work to bring this fumigant to its present development and apparently we are now blocked by the shipping regulations. If grain elevator operators would write to Colonel Carleton, Bureau of Explosives, 30 Vesey St., New York City, or to this Bureau, emphasizing the necessity for a new fumigant which is effective against weevil in grain, it would help to bring about a change in the shipping regulations.

The one thing that prevents the flour milling and grain elevator trade from using the fumigant developed by Professor Chapman is a regulation which makes it unlawful to ship

it except in the heavy steel cylinder such as is used for Chlorine. It is hoped that the regulations will be changed so that the new fumigant may be shipped in high grade metal cans.—Very truly, Mutual Fire Prevention Bureau, Eugene Arms, Mgr., Chicago, Ill.

### Tri-State Dealers to Meet Feb. 5.

Country shippers in Minnesota, North and South Dakota are afforded an opportunity to promote their own interests by helping to make the coming meeting of the Tri-State Country Grain Dealers Ass'n a success in point of attendance.

Every dealer owes it to his business to make the necessary small personal sacrifice to visit Minneapolis Feb. 5.

The talk on the new Minnesota Storage Law by J. T. Probstfield alone should be worth the cost of the trip to Minneapolis. The grain dealers in Minnesota are quite well satisfied with this law and this talk will be to explain the working of the law, also to find out if it is giving general satisfaction. This law was enacted at the last session of the legislature and all grain that is in store in country elevators must be sold and settled for by July 31st of each year; however, there is a provision giving the grain dealer the privilege of issuing new storage tickets, provided the farmer desires to store his grain for a longer period of time.

The Minnesota Co-operative Marketing Law will be the chief topic of discussion, and dealers who have got into trouble buying from pool members will find the Minneapolis meeting very instructive and profitable. Their presence may save them the penalty of \$500 for each offense.

The sessions will be held at the Nicollet Hotel.

Harley B. Mitchell, editor of the American Miller for nearly 50 years, died Dec. 19 at his home in LaGrange, a suburb of Chicago. Always tolerant of the opinion of others, his intellectual powers combined with a pleasing personality to make him a welcome aid in any enterprise. He served on the school boards, was president of the village board and was elected commissioner of the county in which the city of Chicago is situated. He organized several suburban banks, and at the time of his death was vice pres. of the LaGrange Trust & Savings Bank.

### Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Jan. 28. American Feed Manufacturers Ass'n, Chicago, Ill., special meeting called for 1 p. m.

Feb. 5. Tri-State Country Grain Dealers Ass'n, at Minneapolis, Minn.

Feb. 10, 11 and 12. Farmers Grain Dealers Ass'n of Illinois, at Peoria, Ill.

Feb. 17-18. Farmers Grain Dealers Ass'n of Indiana, Lafayette, Ind.

Feb. 17-19. Minnesota Farmers Grain Dealers Ass'n at Minneapolis.

Feb. 26-28. Kansas Farmers Grain Dealers Ass'n, Hutchinson, Kan.

Mar. 10. Mill & Elevator Fieldmen's Ass'n, Chicago, Ill.

Mar. 25-27. North Dakota Farmers Grain Dealers Ass'n at Bismarck, N. D.

June 9-11. American Seed Trade Ass'n in Los Angeles, Cal.

Oct. 12-14. Grain Dealers National Ass'n at Kansas City, Mo.

Oct. 12-14. U. S. Feed Distributors Ass'n, Kansas City, Mo.

### Ten Commandments of Business

1. Handle the hardest job first each day. Easy ones are pleasures.
2. Do not be afraid of criticism—criticise yourself often.
3. Be glad and rejoice in the other fellow's success—study his methods.
4. Do not be misled by dislikes. Acid ruins the finest fabrics.
5. Be enthusiastic—it is contagious.
6. Do not have the notion that success means simply money-making.
7. Be fair, and do at least one decent act every day in the year.
8. Honor the chief. There must be a head to everything.
9. Have confidence in yourself and make yourself fit.
10. Harmonize your work. Let sunshine radiate and penetrate.—*Impressions.*



## Wagon and Motor Truck Scales: Their Installation and Care.

BY J. A. SCHMITZ, BOARD OF TRADE WEIGHMASTER.

The question often asked, concerning these types of scales: "What is most important?" "Correct installation," or "Proper maintenance and care," is, in reality, not debatable, for unless both of these subjects are handled with equal importance, satisfactory weights are not assured. While it is true that sometimes well installed, properly located scales will give good weighing results without proper care, and, while it is also true that sometimes the effects of poor installation are in a measure counteracted by careful maintenance and care, provided, that the errors in installation are not of a character that preclude accuracy, *continued, permanent, satisfactory* performance of these scales is not assured unless well selected and properly designed scales, are correctly installed and further, that they are carefully maintained.

The most common errors in installation may be briefly classified as follows:

**1st. Poor Location:** Scales so located that the scale pits cannot be properly drained. Such scales are subjected to a much greater extent to the bad effect of rust, and the maintenance cost is therefore excessive. On the other hand, if in addition to a well-drained pit, a shelter shed or other covering is provided for the scale, its life will be greatly prolonged and its continued accuracy will be very much extended. The maintenance cost of such a scale will be reduced to the minimum of the actual wear of the scale parts, and the effect of rust will become a minor rather than a major factor.

**2nd. Inadequate Foundation:** Much has been said and written about the need of adequate foundations, and yet, it would appear that in spite of the many admonishments concerning this important item there is still a tendency to under-rate the importance of solid foundations, carried down to or below the frost line. Then, too, the matter of providing a solid base upon which to place the scale beam and its fixtures is another item that is all too often overlooked. Let it be emphasized here, that solid unyielding bases must be provided for *all* scale parts, otherwise *permanent accuracy* cannot be expected.

**3rd. Improper Setting and Poor Workmanship in Assembling:** Just as the *level of the levers* is important, so is also the *plumb of their connections* indispensable to the accuracy of scales. Careless installation and setting of scales make for inaccurate weights. The best type and make of scales will not weigh accurately unless all the parts are properly assembled; hence, the setting of the various scale parts must be accomplished with skill and care.

**Lack of Care and Maintenance:** All scales, irrespective of manufacture or kind, must be accorded a certain amount of care and attention. All too often scales are almost entirely neglected, it being assumed that when installed they will continue to function practically until the end of time, and such items as cleaning and inspecting the various scale parts and platforms are left for the too infrequent visit of the scale inspector. Accumulations of dirt hasten rapid deterioration of the scale parts. Scales are allowed to deteriorate; nothing is done to combat the work of that arch enemy, "rust."

The life of scales is shortened materially by neglect and lack of care, but more than the waste of material and money due to lack of maintenance and care is the hazard and jeopardy of the accuracy of the weights arrived at over the scale. Very often such a poorly installed and uncared for scale continues to be a questionable weighing machine during its entire life.

**Certain fundamentals** are essential in the selection, location, assembly and care of wagon and motor truck scales. In nearly every case where refinements are added, they repay their

cost. The minimum requirements, however, could be briefly summarized as follows:

(a) Select a well designed scale of sufficient capacity to weigh the largest load that will be placed upon it.

(b) Locate the scale at a point where it is possible to secure drainage of all surface water so that a dry pit is assured.

(c) Provide a solid unyielding foundation for the all scale parts; this applies to the beam stands as well as the main levers of the scale.

(d) Arrange for competent mechanics to check foundation work and to assemble and set all scale parts.

(e) Provide (wherever possible) a shelter shed or other protection for the entire scale and see to it the beam in every case is located in a dry, preferably clean place.

(f) Arrange for the ventilating and lighting of the scale pit, and where possible the pit should be heated. In every case provision should be made so that the pit can be easily cleaned of all dirt that may fall through the clearance edge of the platform.

(g) Have your scale tested at least twice a year, preferably during the busy season.

**Kansas City, Mo.**—Alleging that Houston, Fible & Co., stock, bond, cotton and grain brokers, were insolvent 3 years before failure in 1923, J. W. Perry, trustee, expects to receive permission from the Federal court to file a claim for \$300,000 that was paid as income tax previous to the declaration of bankruptcy.

## Coaxing Smiles

[Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, care Grain Dealers Journal.]

### His Neighbor's Fault.

At the beginning of the movement of the 1923 wheat crop we started to keep the high and low-protein wheat separate, as we got a premium from mills for the high-test wheat.

Among our patrons who started selling his wheat as soon as he finished threshing, was a young German lad who was marketing his first crop, raised in this country. I wanted to be fair to the young man, and give him all his grain was worth, according to the protein test. I sent a sample of his wheat to the laboratory and had a protein test run on it, and the report showed that his wheat contained only 10.80% protein. Millers at that time were not paying a premium for that kind of wheat, on account of the low test. So when he came in with another load, I said to him:

"Herman, your wheat contains 10.80% protein and on that account we cannot pay you the highest price for it."

After keeping silent a few seconds, he asked, "Protein, what's dat?"

At the time he asked the question I was busy taking a weight test of his wheat, and my mind was perhaps on some other subject (as a manager's will be at the time of a rush of grain to market). I absent-mindedly answered him, saying, "Flour content." I fully meant to explain to him as soon as I had a little more time why his wheat would not bring him a premium, but I did not get the chance until some time after this happened. He seemed to take the whole situation in at a flash, and at the same time began to get hot under the collar.

He said, "Veel, I do not blame you, as you must know vat my veat is vert, but I vill tell you, mine vife und me vent in our veat und bulled out all the rye und veads, und I had no flowers in mine veat, but my neighbor's veat was full of sunflowers und he dresshed virst under den dey dresshed by me. Und I don't know vere dat damned stuff come from unless dey carried it in mid de dresshing masshine. Now my vork is all for noddings. My neighbor gets just as much for his veat as I do for mine. Dat's Hell. I tell you, Veel, no dressher again comes on mine blace unless he first blows his damn masshine out mit vind."—Wm. Morris, Mgr. Union Grain Co., St. Libory, Nebr.

## Leaking Cars at Superior, Wis.

Superior, Wis., may not figure largely as a terminal for the purchase and sale of grain, but in point of grain received it is one of the leading markets of the Northwest. H. A. Juneau, the efficient weighmaster of the Wisconsin Grain & Warehouse Commission, is always watchful of the interests of shippers in the country; and the 67,482 cars received gave him ample opportunity during the past year to expose the inefficiency of either shipper or carrier.

Shippers filed claims on 2,873 cars for shortage, of an average of 1,584 lbs. per car; but on arrival the weighing department found only 154 patched and 206 leaking, the bulk, or 2,513 cars, arriving in apparent good condition. Four cars were short 20,000 to 30,000 lbs., 10 15,000 to 20,000, and 34 10,000 to 15,000 lbs. On 65% of the cars reported short the shortage was under 1,000 lbs.

Evidence of possible loss in transit noted by the department on the arrival of the 67,428 cars are listed as follows:

Patches, new nailed or cleated.....	3,035
Side, end, bottom or corner leaks.....	2,871
Grain door leaks.....	2,317
Stuffed with rags, paper or waste.....	270
Depression in grain line.....	155
Seals broken.....	336
Seals, improperly applied.....	184
No side door seal.....	839
Side door cleated.....	96
No end door seal.....	434
End door cleated.....	7
Seals lost.....	61
Flasp broken.....	177
Side door open.....	316
Side door boarded.....	39
End door open.....	25
End door boarded.....	21
Repaired in transit.....	9
Loads from wrecked cars.....	24
Bad order at elevators.....	6

The shipper's weight cars placed in 3,887 cars gave the department a special opportunity to check the efficiency of the dealers in the country. According to their own cards the shippers loaded 996 cars with more grain than called for, resulting in an overage of 1,452,385 bus. Cars short of the amount claimed to have been loaded numbered 2,858, shortage 2,385,787 lbs. Thirty-three cars contained exactly the weight shown by the shipper's card. The differences in the weight indicated that the shortage or overage was the result of loading less or more than the number of drafts intended. Details of outturns follow:

Short, lbs.	Amount of Discrepancy.	Over, lbs.
394	0 to 100 lbs.	194
654	101 to 200 lbs.	150
302	201 to 300 lbs.	96
325	301 to 400 lbs.	62
247	401 to 500 lbs.	57
438	501 to 1,000 lbs.	134
249	1,001 to 2,000 lbs.	98
249	Above 2,000 lbs.	205
2,858		996
	Even.....	33

Weights of cars loaded at Minneapolis and Duluth unloaded at Superior made a better showing for the handlers. Minneapolis cars were 35 even weight, 4,531 short and 52 cars over, the average shortage being 194 lbs.

Car from Duluth showed almost the same average shortage, 195 lbs. None of the 185 cars from Duluth were leaking or patched, while 208 of the Minneapolis cars were leaking and 107 patched.

As might have been expected on local movement the shortage was comparatively small, averaging only 95 lbs. on all cars.

The figures prove that there is a heavy loss in transit that the weighing department is unable to check for lack of co-operation by the country shipper. Only about 12 per cent of the persons loading cars took the trouble to insert a weight card for the information of the terminal weighman.

**Ottawa, Ont.**—Canadian exports of wheat have increased 175,000,000 bus. since 1914, reports the Dominion Bureau of Statistics. During the year ending Oct. 1, 1924, Canada exported 294,158,561 bus. of wheat.



# The Future of the Grain Business

An Address by V. E. Butler Before the Indiana Grain Dealers

The grain business has been developed step by step to meet the marketing demands of increased farm production as immigration opened up the agricultural lands in the Central West and Western States. The pioneer engaged in the business because of a community necessity and the building of the small mill in the early settlement of the country was the first step in capitalizing farm production. Around these mills there grew small communities. Then came the railroads over which surplus productions could find other markets, and with this production it became necessary to build storage houses and there was built the first grain warehouse from which has been developed the modern elevator.

This covers the development of the grain business in Indiana for a hundred years and is the history of the business as settlement followed its western march.

The real development of agriculture did not begin until after the Civil War when the immigration policy and land laws of our Government brought about a rapid influx of immigration that entered largely into agricultural pursuits and production began to increase in large volume. This increased production brought competition to the pioneer miller and grain dealer and the business became one of vast importance in the commercial life of the country and highly speculative. Due to its importance and the opportunity for speculative profit, it drew to it men with keen minds and large capital, who soon combined with the railroad interests to control it thru the organization of what is known as line elevator companies who dominated the business for many years by use of the station pools and railroad rebates. Out of these two systems has come much of the protest to our present day marketing system. Altho they have long been abolished, one still hears them referred to as having been practices that were greatly to the disadvantage of the producer. I believe that both practices were of greater benefit to producers than they ever were to the grain trade for the reason that pooling finally brought about over-building of elevators at country points.

The great harm from line elevator control was in the fact that under the system there was a constant change in elevator management and in grain buyers. Strange buyers appeared at country markets each year and sometimes many times during the year. This practice resulted in destroying the confidence of the farmer in his home market. Confidence was the dominating influence that made it possible for the pioneer grain man to do business with his neighbor in harmony. Necessity brought him into it and as a rule he was the backbone of the community because it was thru his ability to market products that other business institutions of the pioneer days could exist.

Line elevators dominated the local markets during the 80's and 90's but dissolution began in the period from '95 to 1900 and by the latter date the movement was in full swing, for it was about this time that the farmers' elevator movement began to be a factor in grain marketing. By 1920 it had reached its crest and has now become a permanent factor and is a recognized part of it. During this transition of the business, agricultural production reached its per capita maximum and in about 1900 began to decline in comparison with population.

Increased population brought a demand for a more diversified system of farming which has reduced the volume of bushels handled thru elevators until in many sections of the country there are elevators that cannot be maintained by the profit on the grain handled.

**Investigations:** The grain business has been under investigation by one or more departments of our national government for many years, for enlightenment as to volume of business transacted and the profits therefrom. The investigators have failed to find any general bad practices or extortionate profits in connection with the business, but they have found and published some interesting findings, all of which is presumed to be founded upon facts.

The Federal Trade Commission made a survey of the country grain trade in Minnesota, North Dakota, South Dakota, Montana, Nebraska, Kansas, Missouri, Oklahoma, Illinois, Iowa, Wisconsin, Michigan, Indiana, and Ohio, of all classes of dealers and their findings illustrate the volume of business. The findings are representative of the whole country.

**Average for Elevator:** For the crop year of 1915-16 the average volume thru 967 elevators was 99,000 bus. per house. In 1916-17 it was 81,000 bus. per house thru 1,271 elevators, and in 1919-20 it was 70,000 bus. per house thru 1,091 houses. There is a wide variation in volume handled in different states ranging from 228,000 bus. per house in Illinois down to 41,500 bus. in Wisconsin, with a general average in all states outside of Illinois and Iowa of 88,000 bus. per house. It is believed that the general

average outside of Illinois and Iowa is considerable less than the average as shown by the reports. The decline in volume was, in the period of 1919-20, more than normal because of the greatly increased production during the war period, but since then to the present, there has been a consistent effort to bring about a more diversified interest in farming, which will result in still further declines in the volume of grain handled per station, in the future.

The average profit per house over the 14 States was remarkably uniform, altho there is a marked difference in money invested in plant and stock excluding borrowed funds. There is also a wide difference in gross profits in other lines than grain, including side lines. Invested capital excluding borrowed money ranged from \$33,850 per house in Indiana, down to \$11,400 per house in Oklahoma, while gross profits from other operative profits, including side lines, range from \$11,243 per house in Michigan, down to \$956 per house in Oklahoma.

Indiana stands first in invested capital and fourth in gross profits from side lines, which shows clearly that there is room for much development in the merchandising side of your business. Do not understand me to say that the average elevator plant investment in Indiana is the amount quoted. It is the investment of those reporting who handled side lines in connection with the grain business and represents the value of the plant and merchandise less borrowed funds.

The expense of operating an elevator in the grain growing states was remarkably uniform, but the margin per bushel has a wide range from a gross margin of 3.52 in Iowa to 14.7 in Montana. The lowest gross margins were in Iowa, Illinois, Ohio and Indiana, in the order named, caused by the large volume of grain handled in Iowa and Illinois and by operating side lines in Indiana and Ohio, which would indicate that farmers of these states are being served by elevator men in a competent way and at a minimum of expense and profits. It is reasonable to suppose that the condition of the business today is a reflection of what it was in 1919-20 in the matter of profits and expenses, but the conditions under which profits and expenses are made are changing each year. Therefore, it may be asked, what is the future of the business?

Whatever condition may arise will be met in the future as it has been in the past, but there are some things prevailing in the business of the present that seems to make the future uncertain. Has the grain business changed to any extent from the original practices followed in the early days? Prior to about 1900 the changes were largely along lines of eliminating bad practices and improving facilities used in marketing grain from both the physical and business machinery standpoint. But since then, there has developed a marked change in almost every activity of the business.

The first change of importance began with the organization of the Old Bureau Markets and the establishing of Federal Grades for grading grain. The broadening of the service has established many small distributing centers such as Omaha, Des Moines, Davenport, St. Joseph, Hutchinson, Salina, Wichita, Oklahoma City, Indianapolis, and other centers, which has assisted the distribution of grain over more direct routes from producer to consumer, and has taken a large volume away from the large terminal markets.

The organization of the Grain Dealers National Ass'n and the adoption of uniform trade rules between members, has built strong business relations between members outside of trade centers, which has still further relieved congested grain centers.

Then came the War, and thru the action of government, the law of supply and demand was set aside, price and distribution were controlled on wheat, flour and corn, and profits were big, which encouraged expansion and brought about inflated values.

Today, elevator equipment is better than it has ever been. Investments are larger when figured to present day values by 75% over first building costs on all elevators built prior to 1916. Expense of operation has increased in a like manner. Railroad transportation is adequate to move crops as fast as delivered without congestion at country points, which leaves a surplus of country storage for more than 6 months of each year. Margins are satisfactory, but volume of business is dropping from year to year and today we find too many elevators for the business in sight in many sections of the grain growing country.

I have in mind an Indiana station with 3 elevators. There used to be business for all of them, but changing conditions in agriculture gradually reduced volume. Finally one bot the second house and today owns the third with business hardly enough to support one. The losses on the dead, unused property will more

than wipe out the profits made since their purchase.

Many Indiana stations can handle the entire crop tributary to them in 3 months, or less, leaving three-fourths of the owners business life idle, which indicates that the burden of overhead expense due to waste of time, is as great a handicap in the grain business in this state as it is in the case of the wheat farmer in the Western States. Ways must be found to eliminate this waste of time if many who are now in the business are to survive and prosper in the future.

**Diversification** is the answer to the loss of time in agriculture and I believe it is the answer to the problems of many of the grain dealers in Indiana. This is a more difficult problem than it appears to be on the surface, for many questions must be considered before entering into such an undertaking. The financing of side lines in volume of sufficient size to be of any profit in the business will require not less than 100% increase in capital by the time the expansion of the business has reached its maximum. Even tho capital is available, the factor of credits is to be considered, and unless you are a keen judge of credits, it is dangerous business to attempt expansion into the mercantile field for you will soon be burdened with accounts beyond your ability to carry.

The possibilities of expansion are illustrated by an Ohio elevator that 10 years ago had a blackboard price list of 3 items, while today, they are quoting prices of 115 items carried in stock that are used almost every day upon the farm. This is an extreme instance, but it points to the changes taking place in agriculture that you must meet.

Some writer has said that it would take a shot of dynamite to move some grain dealers from their established routine of business. The farmer will deliver his grain to the dealer, who can supply his needs and the dealer who will not meet the demand must soon retire. The old day of operating an elevator at a profit large enough to maintain its operation by handling grain only is rapidly passing in Indiana and before many years this will be equally true in many of the other grain growing states.

I realize that many will not agree with me, so I want to call your attention to some things from which I draw my conclusions.

The expansion of farm land acreage has practically reached its limit. Industry is expanding rapidly and taking young men from agriculture. Immigration laws are restricting the inflow of labor. Population is increasing from year to year, and the census bureau estimates it will be 150,000,000 by 1950 or soon thereafter. The Department of Agriculture estimates we must have an increased farm production of 47% over the present to meet the demands of increased population, with nothing for export, if we are to maintain our present standard of living. Can production be increased to such an extent in 25 to 30 years? If so, there will be no change in the grain business, but it hardly seems possible when we learn that in comparison the 5-year average acre production of the period 1918-22 was only 16% above that of the period 1883-87, a period of time of 35 years.

Notwithstanding these apparent difficult problems of the future, I am satisfied conditions will be met as they unfold the people of the country and by the grain trade in particular, for it has always adjusted its affairs to changing conditions. This is well illustrated by the experience of the past 25 years for I know of no business during that time that has passed through a more rapid change than has the grain business, both at terminal markets and at country stations. During that time 350,000 farmers have become interested in marketing their products thru their own institutions. The pooling system of handling wheat restricts profits of the grain man to a handling charge and if successful, the system will undoubtedly extend to other grain crops.

The combination of the large baking institutions of the United States with the broad power granted to it thru its charter will undoubtedly handle wheat and wheat products from the field to the breakfast table thru all the ramifications of the industry.

The organization of the Grain Marketing, with its vast storage capacity, is an influence of unknown force, but it appears to be a force with which foreign buyers must deal as it wields a dominating influence now in our terminal markets.

The war demonstrated the possibilities of concentrated buying and selling power, and the foreigner was the first to use it, and now in these days of high prices for wheat, they are considering the feasibility of government credits for the purpose of maintaining permanent reserves of wheat, and also to increase the world's acreage of wheat which is definitely forecast at from 10% to 32%, excluding the United States and Canada.

These are the things that will make still further changes in your business, because they will bring about more diversified farming upon high priced farm lands.

Efforts to bring before the public eye the interests of business and agriculture are indicated in the plan of the United States Chamber



of Commerce, to make a thoro study of the following questions:

(a) A survey of activities of Chambers of Commerce, banks, railroads, and other business organizations in behalf of developing better agriculture in the trade territories from which these bodies draw their business.

(b) A study of decentralization of manufacturing in its relation to the betterment of the status of regional agriculture.

(c) A study to arrive at some conclusions as to the feasibility of working out state and regional agricultural production programs.

(d) A study of the methods used and results obtained by outstanding types of farmers' co-operative organizations.

(e) A survey of some of the problems involved in determining the relations of electricity to agriculture.

Do not get the idea that I am pessimistic regarding the future of the grain business. I am not. I am very optimistic of the future, because I believe the business is passing from a highly speculative period to one of more fixed profits than has existed in the past, but if it maintains its place in the future as important as it has been in the past, the trade must bend every effort to increase production for that is the great problem for agriculture to solve and broaden its activities to meet the demands of the times.

### South Dakota Corn Show.

In spite of the backward corn crop that was produced during 1924, the annual corn show of the South Dakota Corn & Grain Growers Ass'n, which opened in the auditorium at Pierre, S. D., Jan. 7, held an unusual number of exhibits from all parts of the state.

A program was held in connection with the exhibition. On the afternoon of the 7th Dr. A. N. Hume, sec'y of the ass'n and an instructor in Brookings College, discussed various experiments performed at Brookings in an effort to find the best seed for various localities in the state and told how to select the best seed.

Lloyd S. Tenny, assistant chief of the Bureau of Agricultural Economics, talked on "Foreign Relations and Agricultural Prices," illustrating his discussion with charts and diagrams of fluctuating prices from 1900 to the present time. The factors that determine grain prices were his chief point and he explained the European situation was largely responsible for the prices we have here. He stated that the prices for corn had gone up more consistently than those of any other commodity.

Governor Gunderson said that present good conditions for the farmer are not the result of legislation but of the fact that nature has been unusually good to the Sunshine state and that no help from Congress tending toward a betterment of agricultural conditions should be expected.

Dean C. Larson, of the South Dakota State College division of agriculture, speaking on "What is Worth While in Farming," said, no stability of prices could be had until the surplus question is solved and emphatically stated, "We are going to have this surplus problem with us continually and have got to get some way to handle it successfully. The farmer is insisting only on an equitable profit on his products. This will be cared for by the law of supply and demand, and not by organization."

Over 150 guests, men and women, attended the banquet given at St. Charles on the evening of the 8th, at which an excellent speaking program was enjoyed.

Single ear sweepstakes in the show were taken by Rachael Unzelman, of Pierre. First in the yellow dent, amateur, 10-ear class was taken by Charles W. Larson, Elk Point. N. K. Larson, Elk Point, took white dent 10-ear class first prize.

On the afternoon of the 9th, the South Dakota Corn & Grain Growers Ass'n was reorganized into the South Dakota Crop Improvement Ass'n. Members voted to incorporate the organization.

Officers elected to head the new ass'n are Hugh Nash, pres.; A. N. Nash, Brookings, sec'y; Otto Sundstrom, Beresford, vice-pres.; E. P. Sand, Mitchell, treas. The Board of Directors includes Charles Blackman, Clark; Nick Caspers, Rapid City; Gale Pepper, Groton; A. S. Vincent, Letcher, and Oscar Mills.

## Income Tax Department

Conducted by M. L. Seidman, C. P. A.

[This is one of a series of articles on how to prepare income tax returns that will appear regularly in the Journal. Mr. Seidman is Chairman of the Committee of Tax Consultants of the Committee of American Business Men. He is a well known tax expert and has written numerous articles on taxation. Mr. Seidman will answer all questions on the subject directed to him by our readers. Such questions should be addressed to the Tax Editor. To receive attention, all communications should be signed by the writer. Mr. Seidman's answer, however, when published will not reveal the identity of the inquirer.]

**Earned Income:** The provision giving special consideration to earned income appears this year for the first time in our income tax laws. Its name makes its purpose self-explanatory. It seeks to impose a smaller tax on income derived from the sweat of the brow than on income derived from clipping coupons.

While the purpose is noble, the credit that is allowed for earned income is at best nominal. Before going into this phase, however, let us first see what is meant by "earned income." The law defines it as the income derived from personal services rendered. It therefore includes wages, salaries, professional fees, etc. The man who is engaged in business on his own account, can consider as his earned income a reasonable allowance for salary. However, this amount cannot exceed 20 per cent of his share of the profits of the business.

The effect of the earned income credit as a means of reducing the tax, however, is greatly restricted, for the law says that in no case can the amount of earned income be regarded as more than \$10,000. But this does not mean that a person is not allowed a larger salary than \$10,000. It only means that for the purpose of computing the earned income credit, not more than \$10,000 can be considered as earned income.

On the other hand, the law also says that everyone has the right to consider at least \$5,000 of his income as earned income, whether or not it is in fact earned income. In other words, if the income of an individual were \$10,000, and all of it came from interest on bonds, or profits on stocks, while there would be no earned income in fact, that individual would be able to compute his tax as if \$5,000 of his income were earned income.

Now let us see just how this earned income credit works out. We already know how to compute the normal tax and the surtax. The law provides that the total so arrived at shall be credited with 25% of the tax that would be payable if all of the individual's income were only his earned income.

**An actual case** will perhaps serve to clarify the principle. Let us assume that a married man with no dependents has a net income for the year 1924 of \$10,000, of which \$6,500 is from salaries, and \$3,500 from profits on stocks. In other words, his earned income is \$6,500, and his total income \$10,000. The tax would first be computed in the regular way, on his total income. His total income being \$10,000, he would deduct his exemption of \$2,500, leaving \$7,500 subject to tax. The normal tax would be 2% on the first \$4,000, or \$80; and 4% on the remaining \$3,500, or \$140, making a total normal tax of \$220. Since his total income was only \$10,000, there would be no surtaxes, so that his total tax would be \$220 before the credit for the earned income.

Here is the way the earned income credit would be computed: You recompute the tax on the basis as if the earned income were his only income. In other words, you assume in the case supposed, that the \$6,500 earned income constitutes all the net income of the taxpayer, and compute the tax on that basis. We therefore start with \$6,500, deducting the exemption of \$2,500, which leaves \$4,000 subject to tax. This is all taxable at 2%, or \$80. We

thus see that if the earned income were the entire income of the taxpayer, his tax would be \$80. Now the earned income credit can be taken. This is 25% of this \$80, or \$20. We now get back to the tax that was first computed in the ordinary way, of \$220, deduct from it the earned income credit of \$20, which leaves the net tax to be paid of \$200.

Because of the manner prescribed for the computation of the earned income credit, and the \$10,000 maximum limitation on the amount that can be considered as earned income, it is apparent that the reduction in tax thru it can not be very large. As a matter of fact, the credit can not ordinarily be more than \$75 at best. For let us assume that the earned income of the taxpayer amounted to \$10,000, the maximum. Let us assume that the taxpayer is single, with no dependents, so as to deduct the smallest exemption, or \$1,000. This leaves \$9,000 subject to tax, the first \$4,000 being taxed at 2%, or \$80, the next \$4,000 at 4%, or \$160, and the remaining \$1,000 at 6%, or \$60, making a total tax of \$300, 25% of which is \$75.

A further limitation that might be pointed out, and that is that in no event can the earned income credit exceed 25% of the tax computed in the ordinary manner. This limitation most usually applies in those cases where the entire net income is less than \$5,000. In such cases, the simplest way of computing the tax is to first compute it in the ordinary manner, and then deduct one-quarter of the tax so arrived at, for the earned income credit, the difference representing the net tax payable by the taxpayer.

It is obvious that from its nature and purpose the earned income provision is only applicable to individuals, for it has as its background the element of personal services. Corporations, therefore, cannot take any allowance for earned income credit.

### Will Study the Problems of Distribution.

The project for a national study of the problems of distribution was formally launched at the initial meeting of the National Distribution Conference, held at the Chamber of Commerce of the United States, Washington, D. C., Jan. 14 and 15th.

More than two hundred delegates, representing trade associations, manufacturing and merchandising activities, and a number of economists and government officials attended the meeting, the purpose of which was to outline the field of investigation to be covered and to set up the machinery for conducting the inquiry.

The Conference was opened by Richard F. Grant, President of the National Chamber, who defined briefly its purposes. He pointed out that it was called to bring together the representatives of the associations and industries having a direct interest in distribution for the solution of their common problems, and that it was a conference of business men rather than the Chamber itself.

The designation of the members of the working committees was left to the general organization committee. These will be announced in a short time and the work of collecting and weighing information relating to the various problems involved in distribution will be under way.

It is assumed that several months will be required to prepare the reports of the special committees. When they are submitted another general meeting of the Conference will be called to consider them and to prepare a final consolidated report.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Tipton, Ind., Jan. 15.—Wheat was sown to a normal acreage last fall. Corn is fair.—G. G. Davis.

Rays Crossing, Ind., Jan. 15.—Comparatively good corn was raised in this vicinity.—Roy Brown, Rush-Shelby Grain Co.

Fredericktown, O., Jan. 9.—The present crop of wheat is covered with snow and is apparently up to average.—H. W. Updike.

Stockwell, Ind., Jan. 15.—Little corn amounted to anything in our neighborhood. Wheat and oats produced fair.—Chas. Anderson.

Warren, Ind., Jan. 15.—A fair crop of wheat was produced in this territory. Corn turned out poorly.—J. F. Good, Warren Elevator Co.

Shelbyville, Ind., Jan. 15.—Corn produced only 60% of a normal crop and is not moving at all.—H. W. Reimann, Wm. Nading Grain Co.

Cambridge City, Ind., Jan. 15.—A fair crop was produced last fall. Present wheat prospects are poor.—R. M. Hutchinson, Imperial Mills.

Lafayette, Ind., Jan. 15.—From present indications and those just before snowfall, wheat should be good.—W. W. Wilson, Hayward-Rich Grain Co.

Mount Carmel, Ill., Jan. 15.—We raised the best crop of corn ever in our territory. It is of excellent quality and commands a good price.—E. R. Snyder.

Frankfort, Ind., Jan. 15.—Wheat and oats produced good crops this fall but corn turned out poorly.—C. A. Stephenson, Stephenson-Bergen Grain Co.

Sandusky, Ind., Jan. 15.—Snow cover has disappeared and the wheat is bare. Farmers are doubtful as to the 1925 crop.—C. G. Warneke, Sandusky Elevator Co.

McGrawsville, Ind., Jan. 15.—A normal wheat crop was sown and it looked well just before the snow. Oats produced a good crop.—Ralph Overman, Sharp & Overman.

Lynn, Ind., Jan. 15.—Wheat looks good, tho there is not much snow covering. A considerable portion of the fields was infested with Hessian fly.—H. C. Wise, Crete Elevator Co.

Greenfield, Ind., Jan. 15.—We had a pretty fair corn crop in this territory, but much of the corn was soft. Wheat looked good just before the snow. Can't tell much about it now.—Paul New, New Milling Co.

Fort Worth, Tex., Jan. 20.—On a recent daylight ride from Austin via Waco and Temple, I saw no wheat or oats altho I watched closely. Evidently the crops have been killed.—Jule G. Smith, pres. Fort Worth Elevators Co.

Maxwell, Ind., Jan. 15.—A poor crop of corn was raised in this vicinity. Lots of wheat was produced. Early sown wheat bids fair to produce a good crop. Late sown wheat did not get a good start.—G. B. MacBane, Maxwell Grain Co.

Charlottesville, Ind., Jan. 15.—Corn produced a poor crop and lots of it is soft. Snow covering is disappearing from the fields. Farmers are pessimistic about the wheat, due to the dry fall.—Chas. F. Reeves, Charlottesville Grain & Fuel Co.

Springfield, Ill., Jan. 21.—Precipitation was light to moderate during the past week. A good snow cover is over much of the northern portions, but considerable ice continues in the west-central area. During the early part of the week temperatures were below zero over the north half of the state. Some corn remains in the fields. Laboratory tests made by the Farm Bureau at Springfield show wheat was not injured by the severe December ice storm. Most reports indicate the belief that wheat is not injured.—C. J. Root, meteorologist.

Washington, D. C., Jan. 21.—Except in some southern areas, outside farm work suffered from the cold and inclement weather. Farm supplies of corn are lower than usual. High prices have encouraged selling and the soft and

chaffy corn has been rapidly fed. Winter grains are apparently in good condition, tho some injury is sustained by wheat, oats and barley. A snow cover fairly well protects the wheat crop. Not much cotton remains in southern portions except in western sections of Texas and Oklahoma.—U. S. Department of Agriculture.

### Crops Abroad.

Germany harvested about 94,000,000 bus. of wheat and spelt; and 226,000,000 bus. of rye. This is a decrease of 16% in the case of wheat and spelt and 14% in the case of rye, from last year's harvests.

Buenos Aires, Argentina.—Continued light rainfall assures a good harvest of wheat and linseed and improves the corn. Exportable surplus of this harvest is officially estimated at 123,590,000 bus. of wheat and 900,000 tons of linseed.—Commercial Attache Feely.

New Zealand crop areas sown or to be sown for the season 1924-25 calls for 170,000 acres wheat and 480,000 acres oats, according to figures compiled by government statisticians. This is about 8,000 acres less of wheat and about 63,000 acres more of oats than was sown last season.

Australian wheat harvest is rapidly nearing completion. Present forecast is for 162,000,000 bus.—the highest production recorded in the history of the Commonwealth, with the single exception of the year 1915-16 when the crop was 179,000,000 bus.—International Institute of Agriculture, Rome.

Rome, Italy.—Preliminary estimates of winter wheat acreage in Rumania and Czechoslovakia show a decrease of about 13%, compared with last year. Czechoslovakia has 1,246,000 acres compared with 1,330,000 acres harvested in 1924. Rumania has 5,677,000 compared with 6,631,900 last year. Czechoslovakia has 2,027,000

acres of winter rye compared with 2,008,000 acres harvested in 1924. Finland has 583,000 against 578,000 last year. No official estimate of Russia's crop acreage is yet available, but it is claimed the acreage sown to winter cereals is no larger than last year.—International Institute of Agriculture.

World wheat estimate decreases aggregate 440,000,000 when compared with the estimates of last year. The crop is placed at 3,298,679,000 bus. against 3,742,541,000 bus. in 1923. Figures include estimates from all important wheat raising countries of the Northern Hemisphere, except China.—U. S. Department of Agriculture.

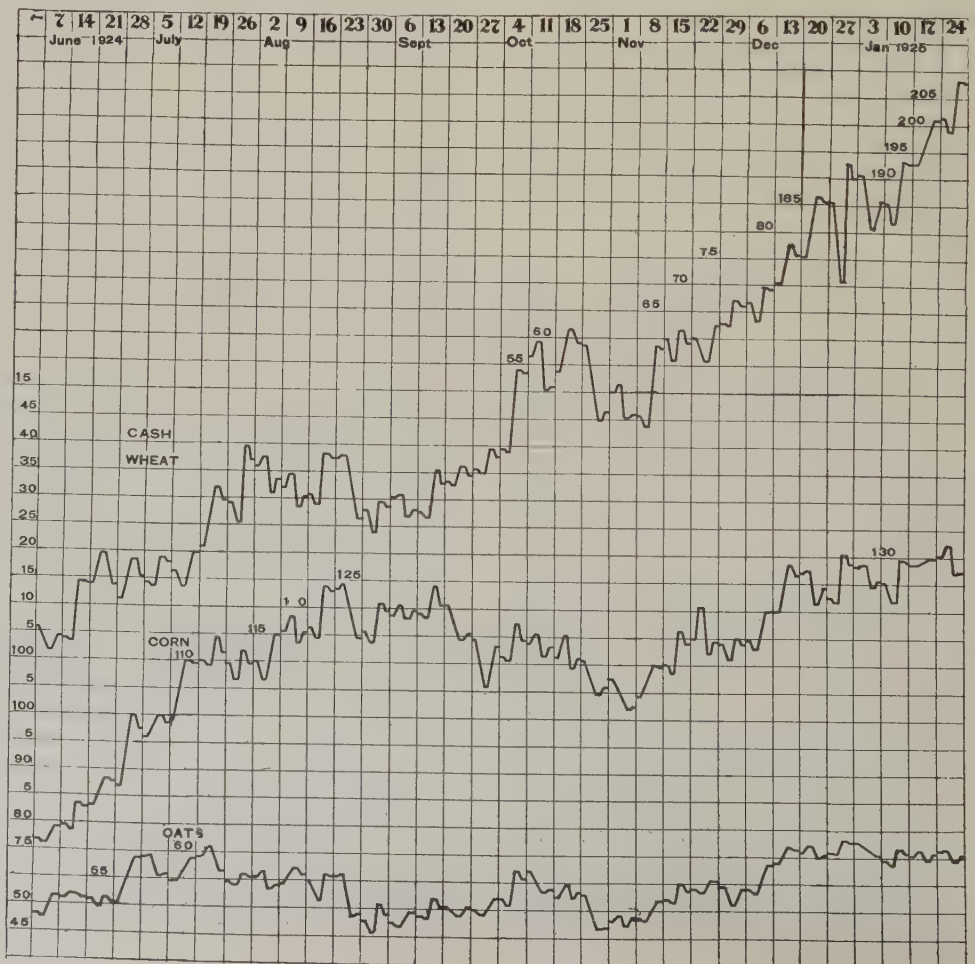
Rumanian cereal harvest is generally below expectations and the autumn sowing was smaller than last year. Shortage of wheat has led the government to requisition all stocks not sold at fixed maximum price and to temporarily prohibit exports of wheat and its derivatives, effective Jan. 1.—Acting Commercial Attache Van Norman, Bucarest, Rumania.

A fairly complete survey of the world's cereal harvests resulted in collection of data from countries representing about 97% of the world's wheat crop (outside of Russia and China), practically all the rye, 90% of the oats, 85% of the maize, and 80% of the barley crops. Percentages of production this season as compared with the preceding season show wheat, 98.1%; rye, 80.6%; barley, 88.1%; oats, 98.2%; maize, 83.7%.

Second forecast of the Argentine wheat crop places production at 191,433,000 bus., compared with 247,036,000 bus., the final estimate for 1923-24. Argentine flax production is placed at 51,966,000 bus. for the 1925 crop, a decrease of about 400,000 bus., or 1%, from the previous estimate of 52,400,000 bus. Final estimate for last year's crop is 53,584,000 bus. Rye is placed at 1,378,000 bus., compared with 4,368,000 bus. last year; oats, 50,981,000 bus., against 81,457,000 bus. harvested in 1923-24; barley, 6,889,000 bus., against 9,186,000.—International Institute of Agriculture, Rome.

### Cash Wheat, Corn and Oats Fluctuations from June 2 to Jan. 24.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.





## From Abroad.

The French government has decided to remove the 30% turnover tax on soft wheat and rye transactions until June 30, 1925.

Berlin, Germany.—Trade in grain futures has been permitted on the Berlin Bourse since Dec. 1. This had been prohibited since July, 1914. Wheat, rye, oats, corn and flour are dealt in.—Trade Commissioner Miller.

Tenders for the erection of grain elevators at Vladivostok and in North Manchuria are reported to have been received by the Chinese Eastern Ry. Co. One of the concerns has proposed to erect the elevators on an annual installment system of payments, according to the report.

Finland does not expect to import Russian rye or other grain this winter. The last imports were received about 3 months ago. Crop failure in Russia has curtailed exports from that country. In the meantime Finland has arranged to import from the United States the quantities of rye formerly received from Russia.

We feel sure that the shipments from the Southern Hemisphere and India will have a marked influence when the movement is in full swing, but no one must imagine that 3,000,000 bushels per week will satisfy overseas wants. Further supplies must be obtained from North America and this will insure Chicago and Winnipeg will continue to have a voice in deciding and fixing the international wheat price, but the influence of these centers will not be as great as in past months, nor nearly as great as Chicago and Winnipeg are expecting. In the future less than half the total supply for this season will be purchased in North America and this change may have a far reaching influence. The usual importers are evidently limiting purchases as much as possible, but after a temporary lull, exporters peg their prices another notch or two higher. If we survey the countries which have most interest for the international trade at the present time it is difficult to put the finger on any place where supplies are even relatively scarce. India and Australia hold much more wheat than they usually do at this period, and the Argentine supply can be classed as fairly liberal. Supplies appear to be scarce in parts of Italy and Russia, also in several Danubian countries, but it is quite possible that the scarcity reported in some places is more apparent than real.—Broomhall.

## Winter Wheat Areas Show Increase.

Official reports of the winter wheat area in France just received by the U. S. Depart. of Agri. bring the total for 10 countries in the Northern Hemisphere up to 77,799,000 acres, as compared with 75,500,000 acres in 1924. These 10 countries, which include the United States and Canada, represent more than 40 per cent of the total wheat acreage of the Northern Hemisphere outside of Russia and China.

Data is still lacking for some of the important winter wheat regions, such as Italy, North Africa and India, which normally have a wheat acreage of more than 50,000,000 acres almost wholly of the winter variety. The Italian acreage is reported as slightly larger than last year, and private reports from India indicate an area fully up to that of last season. Seeding operations in North Africa were retarded by drought early in the season, but latest reports indicate considerable efforts to extend the acreage.

The French area is placed at 13,330,000 acres, against 12,802,000 last year. This increased acreage in France is regarded as important both because of the large acreage and the high average yield as compared with other wheat producing countries. The average yield in France for the 10 years 1914-1923 was more than 18 bus.

## Pooling Contract Upheld.

The Nebraska Wheat Growers Ass'n on Jan. 15 was awarded 25 cents per bushel liquidated damages by the district court at Hastings, Neb., in a suit brought against C. C. Marquist for violating his contract as a member of the pool to sell his wheat thru the pool.

The court also granted an injunction restraining Marquist from selling wheat otherwise than thru the pool.

## Farmers Seeking Buyers for July Wheat.

Several farmers in Kansas are making an effort to sell new wheat for delivery in July, but are meeting with little success in finding buyers. The sellers are seeking to make their sales basis the cash market. Notwithstanding the difference of 27 cents a bushel between Kansas City May and July futures some grain men are advising their customers to hedge their new crop on the present Kansas City July price.—Grain Market Review.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Warren, Ind., Jan. 15.—Grain movement is very slow.—J. F. Good, Warren Elevator Co.

Frankton, Ind., Jan. 15.—Corn is moving very slowly.—F. E. Dowling, Far's Grain & Coal Co.

Scottsburg, Ind., Jan. 15.—Very little wheat is moving.—C. C. Wells, Scottsburg Elevator Co.

Ashton, Ia., Jan. 12.—Not much grain is being sold here. Feeders are using it up.—Farmers Elevator Co.

McGrawsville, Ind., Jan. 15.—No corn is being shipped in our vicinity—it is all being fed.—Ralph Overman, Sharp & Overman.

Rays Crossing, Ind., Jan. 15.—Feeders are taking all the corn, tho a fair crop was raised here.—Roy Brown, Rush-Shelby Grain Co.

Sheridan, Ind., Jan. 15.—All the corn in this territory is being fed and none is being shipped out.—Perley Weaver, Sheridan Milling Co.

Fredericktown, O., Jan. 9.—We will have to ship in corn, oats and barley as this season was a failure here in corn. About 85% of the wheat has already been marketed.—H. W. Updike.

Burlington Junction, Mo., Jan. 9.—Our crop is very short and we will be compelled to ship in considerable corn and oats. The grain business will be dead until we can raise a bumper crop.—Adams Bros. Grain Co.

New Castle, Ind., Jan. 19.—Farmers in this territory have very little grain to sell and deal mostly in flour, mill feeds and seeds. Grain has come to be a small part of our annual turnover.—E. A. Morris, mgr. New Castle Elevator Co.

(Page Center) Page, Ia., Jan. 15.—Practically no corn is left in the hands of the farmers in this vicinity. All old corn for sale was marketed late last summer and in the early fall. New corn is not being sold and present prospects show there will be little, if any, for sale next summer.—Z. Steele.

## Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

## MAY WHEAT.

	Jan. 10.	Jan. 12.	Jan. 13.	Jan. 14.	Jan. 15.	Jan. 16.	Jan. 17.	Jan. 19.	Jan. 20.	Jan. 21.	Jan. 22.	Jan. 23.	Jan. 24.
Chicago	180 1/2	185	186 1/2	184 1/2	184 1/2	185 1/2	188 1/2	190 1/2	188 1/2	193 1/2	194	195 1/2	195 1/2
Kansas City	172 1/2	175	176 1/2	175 1/2	175	175 1/2	178 1/2	179 1/2	180	178 1/2	182 1/2	183 1/2	184 1/2
St. Louis	179 1/2	183 1/2	184 1/2	183 1/2	182 1/2	183 1/2	186 1/2	188 1/2	188 1/2	186 1/2	191	192	193 1/2
Minneapolis	176 1/2	179 1/2	179 1/2	178 1/2	178 1/2	179	181 1/2	183 1/2	183 1/2	182 1/2	185 1/2	187 1/2	188 1/2
Duluth (durum)	183 1/2	186 1/2	186 1/2	186 1/2	185 1/2	186 1/2	189 1/2	191 1/2	190	187 1/2	191 1/2	191 1/2	191 1/2
Winnipeg	189	192 1/2	194 1/2	192 1/2	192 1/2	192 1/2	194 1/2	196 1/2	197 1/2	195 1/2	198 1/2	200 1/2	202 1/2
Milwaukee	180 1/2	184 1/2	185 1/2	184 1/2	184	185	188 1/2	190 1/2	190 1/2	188 1/2	193 1/2	193 1/2	195 1/2

## MAY CORN.

	Jan. 10.	Jan. 12.	Jan. 13.	Jan. 14.	Jan. 15.	Jan. 16.	Jan. 17.	Jan. 19.	Jan. 20.	Jan. 21.	Jan. 22.	Jan. 23.	Jan. 24.
Chicago	128 1/2	129 1/2	130 1/2	132	132	133 1/2	134 1/2	137 1/2	136 1/2	133 1/2	135 1/2	132 1/2	132 1/2
Kansas City	122 1/2	123	123 1/2	124 1/2	124 1/2	125 1/2	126 1/2	128 1/2	128 1/2	126	128	125 1/2	125 1/2
St. Louis	129	130	130 1/2	131 1/2	132 1/2	133 1/2	134 1/2	136 1/2	135 1/2	133 1/2	135 1/2	132 1/2	132 1/2
Milwaukee	128 1/2	129 1/2	130 1/2	132	132 1/2	133 1/2	135	137 1/2	136 1/2	133 1/2	135 1/2	132 1/2	133

## MAY OATS.

	Jan. 10.	Jan. 12.	Jan. 13.	Jan. 14.	Jan. 15.	Jan. 16.	Jan. 17.	Jan. 19.	Jan. 20.	Jan. 21.	Jan. 22.	Jan. 23.	Jan. 24.
Chicago	62 1/2	62 1/2	62 1/2	61 1/2	61 1/2	61 1/2	62 1/2	63 1/2	63 1/2	61 1/2	62 1/2	61 1/2	61 1/2
Kansas City	62 1/2	62 1/2	62 1/2	62 1/2	62 1/2	62 1/2	63 1/2	63 1/2	63 1/2	61 1/2	62 1/2	61 1/2	61 1/2
Minneapolis	57 1/2	57 1/2	57 1/2	57 1/2	57 1/2	57 1/2	56 1/2	57 1/2	58 1/2	56 1/2	58	56 1/2	57
Winnipeg	69	69 1/2	69 1/2	69	68 1/2	68 1/2	69 1/2	69 1/2	69 1/2	68 1/2	69 1/2	68 1/2	69 1/2
Milwaukee	62	62 1/2	62 1/2	61 1/2	61 1/2	61 1/2	62 1/2	63 1/2	63 1/2	61 1/2	62 1/2	61 1/2	61 1/2

## MAY RYE.

	Jan. 10.	Jan. 12.	Jan. 13.	Jan. 14.	Jan. 15.	Jan. 16.	Jan. 17.	Jan. 19.	Jan. 20.	Jan. 21.	Jan. 22.	Jan. 23.	Jan. 24.
Chicago	156 1/2	158 1/2	160 1/2	159 1/2	157 1/2	158 1/2	161 1/2	164 1/2	166 1/2	164 1/2	168 1/2	173 1/2	176 1/2
Minneapolis	146 1/2	148 1/2	149 1/2	148 1/2	147 1/2	148 1/2	150 1/2	153 1/2	154 1/2	153 1/2	156 1/2	161 1/2	164 1/2
Duluth	151 1/2	154	155 1/2	154 1/2	153 1/2	154 1/2	156 1/2	159 1/2	161 1/2	159 1/2	163 1/2	164 1/2	170
Winnipeg	152 1/2	154	156 1/2	154 1/2	153 1/2	153 1/2	157 1/2	160 1/2	161 1/2	159 1/2	164 1/2	170	174 1/2

## MAY BARLEY.

	Jan. 10.	Jan. 12.	Jan. 13.	Jan. 14.	Jan. 15.	Jan. 16.	Jan. 17.	Jan. 19.	Jan. 20.	Jan. 21.	Jan. 22.	Jan. 23.	Jan. 24.
Minneapolis	93 1/2	94 1/2	95 1/2	95 1/2	95 1/2	95	96 1/2	97 1/2	97 1/2	96 1/2	97 1/2	97 1/2	97 1/2
Winnipeg	95 1/2	96 1/2	97 1/2	96 1/2	96 1/2	96 1/2	98 1/2	99	99 1/2	98	99 1/2	99 1/2	99 1/2

## Buying Power of the Farmer Helping Trade.

During 1923 and 1924 business in the United States was sustained by the automobile industry and the unprecedented building activity. In 1925 it is expected the improved buying power of the farmer will be an even greater force toward maintaining the volume of business in all lines.

The National Bank of the Republic in its January "Business Indicator" says:

During 1924 crops in all sections were not good. Some were only fair, others very poor. Prices, however, all items considered, have been favorable. The American farmer is now back on the highroad once more. His increased buying power is unmistakably reflected every day—in sales reported by the mail order houses, in the "turn over" of the wholesalers and distributors, in the farm machinery and other lines. The thinking merchant, manufacturer, distributor and banker pays particular attention to the trend of the American farmer's prosperity and governs his own business accordingly. Their employees share in the prosperity too, for wages must follow any extended wave of prosperity.

The 1920 census indicated that 51,406,000 people in the United States lived in rural communities. This increase in the buying power of the crop farmer approximates \$2,500,000,000.00 (about 35%), in the year of 1924 over 1921. It is evident that 51,406,000 people cannot share in this increased wealth without stimulating business in general.



## The Radio, and the Country Grain Dealer.

BY MAJOR CLYDE E. WILEY, SIG. O. R. C.

Grain Dealers Journal of Dec. 25, 1921, carried a short article by the writer giving his experiences in broadcasting in a modest way, material of interest to the grain dealers within fifty miles of Tuscola, Ill.

The station at that point was the first to place at the disposal of interested people, the daily Board of Trade quotations. This station is still in operation, and is doing good work considering the territory covered. Other stations have tried broadcasting this service, and have discontinued it for one reason or other. There is still a station in Chicago placing this matter on the air, but it is the belief of the writer that much could be done to improve the service from the standpoint of the Country Grain Dealer.

Primarily, the important thing to be kept in mind, is that the station broadcasting the matter should have power enough to be readily received over a three hundred mile radius from Chicago during daylight. The energy arriving at the receiving station during this period should be appreciably greater than the so-called noise level under any atmospheric condition, at least ninety percent of the time. There are stations in the Chicago district that would be able to do this, also one in St. Louis that could meet the requirements.

The next thing to consider is the character of the matter broadcast. The Chicago Board of Trade quotations are, of course of first importance. However, most of the stations broadcasting from Chicago confine their service to these quotations, they do not place in the hands of their listeners correlated matter that would be of value to them in their business. Much of this information is put on the air through numerous broadcasting stations on schedules ranging from 5:00 p. m. until 6:30 p. m. But most of this news is stale by that time, and only of benefit in a general way.

In the schedule following, the writer has tried to give some idea of the matter that would be of interest to the grain trade if placed on the air while it is still a market factor. The so-called "gossip" placed on the leased wires by various brokerage firms has no particular place in this schedule, but the country grain dealers should have the facts connected with each day's market. He is interested in anything that may affect his business, and he should have it while it's hot.

The recent sleet storm in central and western Illinois demonstrated the need of market information by radio, and also how difficult it is to keep abreast of the market with the meagre details furnished at the present time. For several days this territory was dependent entirely on the radio for its information. The station now broadcasting in Chicago is not careful enough in announcing—much valuable matter being lost on account of not being able to understand the announcer, due to local noises which the station is not powerful enough to overcome, and too hurried reading on the part of the announcer.

It is believed that a schedule every thirty minutes during a session of the Board of Trade, with an additional one, after the closing prices have been given out, for the broadcasting of detailed matter of interest to the trade.

The schedule following is not intended to be followed literally, but merely given as a skeleton upon which to hang the meat of the days news. The making of a really comprehensive schedule would require much time and carefully study.

If these suggestions are the means of providing for the country grain dealer a real radio service, it will be very gratifying, and the writer will be very glad to place at the disposal of any Chicago Boardcaster such knowledge as he possesses along these lines.

## Proposed Schedule for Broadcast of Matter of Interest to Grain Trade.

9:00 A. M.—Inspected cars for previous day. Receipts of hogs. Hogs left over previous day. All markets.

Receipts of cattle and sheep. Closing prices in Buenos Aires for previous days futures.

Opening of futures in Liverpool. News items of interest, early forecast, 8 A. M. weather, etc.

9:30 A. M.—Opening Chicago futures. Range, and quotations immediately following range. Opening Winnipeg.

Opening on flash option of selected markets. 2:15 P. M. Liverpool range. Opening Buenos Aires.

Opening tone and top Chicago livestock. Estimated receipts of cars in various markets, including Winnipeg. Any news items of interest.

10:00 A. M.—Futures, Chicago in full, flash options from other markets. Any early news as to trend of cash market, and opening Toledo Clover Seed, futures and cash.

Trend of the New York stock market, with a few quotations on selected industrials, rails and oils.

News items of interest. 10:30 A. M.—Futures, Chicago in full, flash options from other markets.

Trend of cash prices, with report of any sales made.

3:30 Liverpool range. News items of interest.

11:00 A. M.—Same as at 10:30, except Liverpool.

11:30 A. M.—Same as 11:00, except closing prices Liverpool.

12:00 Noon—Same as 11:30.

Noon report of cash sales in Chicago, and such other markets as are available.

News items of interest.

12:30 P. M.—Futures.

News items of interest, and closing figures of livestock markets in full.

1:00 P. M.—Futures, etc. News items.

1:15 P. M.—Closing Chicago market.

Closing Winnipeg.

Closing flash options, other markets.

Closing figures, clover seed and flax. Inspected car lots.

Clearances for the day.

Primary receipts and shipments.

Cash reports in detail from: Chicago, St. Louis, Kansas City, and such other markets as are available.

Over night bids. News items of interest, and trend of New York stocks.

Note: The monthly government report should be broadcast as soon as possible after issue each month. Could be broadcast on the 1:15 P. M. schedule.

The visible supply figures issued every Monday morning should be broadcast as soon as available. These are important to the trade.

The matter broadcast from various stations during the evening will take care of the trade in a general way.

**Ottawa, Ont.**—Tho not as yet made public the report of the Royal Grain Inquiry Commission, which made a thoro investigation of all aspects of the grain trade in Canada at the behest of the Canadian government, is now complete and in the hands of the officials.

## Freight Too High to Ship Low-Grade Stuff.

Low grade hay should not be baled and shipped to market, but should be consumed on the farm. The greatest portion of the troubles and dissensions in hay marketing arises over low-grade hay. In these times of high freight rates it does not pay, ordinarily, to ship a low-grade product.—*Baltimore Price Current.*

## Bucket-Shop Law Invoked Against Legitimate Firm.

James K. Christopher of B. C. Christopher & Co., members of the Kansas City Board of Trade, has been indicted by the grand jury of Pettis County for operating a branch office at Sedalia, Mo., in alleged violation of the Missouri statute against "keeping a place where dealing in options is permitted."

After appearance the defendant pleaded not guilty in the circuit court and gave \$1,000 bond, hearing being set for Jan. 31.

In a somewhat similar suit the court held the Kansas law against grain exchange future to have been superseded by the federal Grain Futures Act; so that it is likely the overzealous prosecuting attorney who started the indictment at Sedalia will succeed only in earning a little cheap notoriety.

## Commission Merchants License Can Not Be Taken Away Without Notice.

The Supreme Court of Washington on Nov. 21, 1924, on complaint by the Yakima County Horticultural Union and C. W. Chamberlain & Co., against Edward L. French, state director of agriculture, held unconstitutional and void that part of the Commission Merchants Regulation Act permitting the state director of agriculture to revoke a merchant's license without opportunity to be heard.

Section 8 of the act provides that, when a consignor is dissatisfied with the actions of his commission merchant, he may so report to the director of agriculture, who shall investigate the matter complained of—

"and if upon such investigation it appears that the said commission merchant has failed or neglected to account for such consignment or any part thereof, or has failed or neglected to make a true and complete report thereof, it shall be the duty of the director of licenses, upon recommendation of the director of agriculture to revoke the license of such commission merchant."

It was claimed that this provision makes the act unconstitutional, because there is no provision for notice to the holder of the license prior to its revocation.

**The Court said:** The spirit of our laws and institutions demands that a citizen be not deprived of his property or rights without notice. This act does not even intimate that before annulling a license the director of agriculture must give the holder a right to be heard. Under it, the director may make a secret investigation and revoke the license before the holder thereof has any intimation that anything is being done with reference thereto. Manifestly the license is a thing of greater value to the commission merchant, for under this law he may not prosecute his business at all without it. If it is revoked, his business is destroyed, and yet he has not been given an opportunity to present his reasons why there should be no revocation.

The state argues that we should not in this action consider this question, because it is not rightfully before us, and that it will be time to decide it when the director of agriculture has either threatened to revoke the license or has actually done so. We cannot accept this view. The objectionable section is an important and integral part of the statute, and under its provisions a license may be taken away from the commission merchant at any time. It may be done before the merchant has any time to enjoin such an act. It is poor consolation to him to be told that he may not object to this provision of the law until his license has actually been revoked and his business destroyed. The matter has been elaborately argued, and we think it is our duty to dispose of it at this time.

The state contends that the license is nothing more than a privilege, and may be revoked at any time without notice. It is not a license of that character. It may not be revoked arbitrarily as a matter of right and without cause.

It is further argued by the state that the requirement of notice applies only to judicial proceedings and not to those before administrative officers. We can see no reason for such a distinction. As much damage may be done to the holder of the license by an administrative officer annulling it as by its annulment through an order of the court. In *State ex rel. Baldwin v. Moore*, 7 Wash. 173, 34 P. 461, speaking of this subject, we said:

"The constitutional provision declaring that no person shall be deprived of life, liberty, or property without due process of law, is not limited to judicial proceedings, but extends to every proceeding which may interfere with those rights, whether judicial, administrative, or executive."

We are constrained to hold that section 8 is unconstitutional. But it does not necessarily follow that the whole act must fall because section 8 is invalid.

We conclude therefore that the invalidity of section 8 and its elimination from the act will not have the effect of making the remainder of the act unconstitutional and inoperative.—230 Pac. Rep. 837.

**Washington, D. C.**—The \$39,000,000 rivers and harbors authorization bill passed the House by a standing vote of 179 to 6 and now waits action in the Senate. This is a reduction of approximately \$13,000,000 from the amount originally provided. If shippers would use the waterways already open to them this new appropriation might be justified.



# Indiana G. D. Ass'n Holds Big Meeting

One unusual feature of the Twenty-Fourth Annual meeting held in Indianapolis Jan. 15-16 by the Indiana Grain Dealers Ass'n was the large proportion of shippers in attendance. Over 83% of the membership of this organization is among this group. Of the total membership 229 are shippers, 63 are receivers, and 81 are additional stations. This is indeed a record.

Another impressive characteristic is the desire on the part of the officers to have their members live up to their contracts. Such an appeal was voiced by Pres. Elmer Hutchinson, after he introduced Rev. John W. McFall, who tendered words of welcome and invocation.

"It is better," the president warned, "to KNOW WHAT YOU'RE SIGNING before you sign, than later to have any regrets or resigning intentions. Fair dealings and fair margins is one thing this ass'n stands for and broken contracts are not in accord with these principles.

"Contracts for pooled wheat, which were known for the first time in the state on the 1924 crop, should be lived up to. Those having contracts for loading pooled wheat, whether a pool elevator or not, can rightfully demand the prohibition of unjust scoop shoveling of such contract wheat.

"If put on an equality basis, the Indiana Grain Dealers Ass'n does not oppose the co-operative bill," Mr. Hutchinson continued, indicating that the four objectionable features would be mimeographed and passed around at a later meeting for further discussion.

The President appointed the following Committees:

Resolutions: V. E. Butler, Charles Northlane and Eph. K. Sowash. Auditing, Percy G. Bradford, William Maibusher and Bert Springer. Nominations, Frank A. Witt, J. S. Hazelrig, Geo. S. Shoemaker, E. E. Elliott and H. E. Waltz.

Sec'y C. B. Riley had the net loss of only one member to report, twenty-two new members having been added during the year. Letters from L. W. Forbell of New York City, and D. J. Schuh, sec'y of Cincinnati Hay & Grain Exchange, were read.

Before introducing Mr. Fred G. Horner, president of the Grain Dealers National Ass'n, Sec'y Riley indicated something of the co-operation between the state and the national organizations and the benefits derived therefrom. A plea was thereupon made for more members, which in turn would permit both ass'ns to function with greater returns in satisfaction to the dealers. The sec'y's financial report and Bert A. Boyd's treasurer's statement were tendered:

## Financial Report of Secretary Riley.

### RECEIPTS.

Cash on hand Jan. 15, 1924...	\$ 605.64
Dues .....	4,286.85
Additional stations.....	510.79
Directory advertising.....	1,087.51
Directories sold.....	87.00
Commission on freight claims	5.29
Advertising in supplement....	60.00
Arbitration fees.....	20.00
Freight claims.....	44.52
Liberty bond.....	993.40
Interest on Liberty bond.....	10.40
Coupon on Liberty bond.....	21.25
Transfer of insurance account	98.22
Exchange of draft.....	.15

Total receipts.....\$7,831.02 \$7,831.02

### DISBURSEMENTS.

Salaries, Jan. 15, 1924, to Jan. 15, 1925.....	\$4,159.78
Traveling expense of Mr. Riley	52.86
Traveling expense Board of Managers .....	56.19
Office expense.....	607.97
Postage .....	309.04
Printing .....	615.00
Arbitration expense (1 case).....	20.00
Expense Mr. Bosley member-	

ship drive.....	93.12
Loan to the Millers' Ass'n....	100.00
Paid note against Liberty bond .....	609.00
Extra stenographic help.....	7.00
Convention expense, Mr. Ryan	10.00
Dues to the National Ass'n....	228.00
Remittance of freight claim to claimant .....	32.57

Total disbursements.....	\$6,900.53	\$6,900.53
Bal. on hand Jan. 15, 1925....		930.49
		\$7,831.02

Fred G. Horner, Pres. of the Grain Dealers National Ass'n presented the work of his organization. From his address we take the following:

## The Grain Trade's Persecution.

The Indiana Grain Dealers Ass'n might be called the pace-maker of our State Ass'ns, from the fact, that you have formed the commendable practice of being the first ass'n to start the new year by meeting together; taking stock of the events of the past and collaborating, by interchange of thought and experience, for the continued improvement of your business interests. It is to the great credit of the entire trade, that, in these meetings, all suggestions of price fixing and other questionable practices are barred and attention is confined strictly to raising the standard of business ethics; facilitating and improving business; and considering the broader scope of human relationships affecting the grain trade.

In the public eye. At various times and in various ways we have stood before the public glare in all our hideous nakedness. Now the important consideration is, what has been the net result as it affects our moral right to occupy a position in the business fabric of the country and the world and also as it affects the moral right of individuals or organizations, congresses or legislatures to hamper us by artificial and coercive means? Is our existence justified? Do we perform our functions, with as much, or more net efficiency than any other tried or proposed scheme of grain marketing?

We have no quarrel to pick with natural development of co-operative grain marketing. We have no desire to detract in any measure whatsoever from any success that may attend natural cooperative efforts. Such enterprises are welcomed into our organizations; for our own good we welcome the opportunity to study and adapt the elements contributing to their success, and we in turn offer to them the results of our experience. We search for the truth and the truth alone.

Defense of the grain trade should not be based on the inefficiency, extravagance and futility of governmental intrusion into the business field. Our case rests on broader grounds and, for the sake of argument, we might even admit the principle of paternalism and governmental control of business enterprise. While, superficially, our position may appear selfish, it is inherently unselfish. Our own interests are identical with these of the agriculture community. The late period of deflation in agriculture was coincident with one of equal or greater severity in the grain trade and the recent betterment registered in farming conditions was immediately reflected in a corresponding improvement in the grain business.

I am perfectly confident in saying that the farmers will some day recognize that the soundest and most unselfish advice they received during their period of distress was offered by the grain interests. In evidence of an early dawn of such recognition, it is interesting to note that simultaneously with a divergence of their personal interests and the necessity of taking conflicting paths in their pursuit of governmental aid, we have recently been edified by a most vicious attack on the Capper-Williams bill by certain self-appointed farmers' leaders, whose particular and special interests will evidently not be served by such legislation. As such differences develop in the interests of certain elements of this movement, we may expect further assistance in illuminating this entire subject.

Our position in economic life of this country is based upon and justified by the fact that, so far, no practical, no plausible, not even a probable scheme has been presented for the improvement of the present system of grain marketing, either with or without the supervision and control of the government. No charge of monopoly, combination, or even collusion has been made and apparently the conclusion which has been reached by those whose obsessing thought is the destruction of the present marketing system is that thousands of independent dealers, scattered thruout the entire country, usual-

ly operating as small individual or partnership units, have gradually evolved a marketing system for grain, which is so efficient in the services performed that the only hope of supplanting it with a system which has been unable to justify itself in competitive action is to bring the resources of the national and state governments to bear thru subsidy and penal codes. I wish carefully to distinguish between the sincere farmers' leaders who are conscientiously laboring for the true interests of agriculture and those who are endeavoring to capitalize the distress of the farming element. It would seem that the very desperation shown by the employment of such measures should be sufficient to condemn the plans in the mind of any clear thinking, fair minded person. Our own case is so clear that we do not wish to rest it upon generalities.

The Bureau of Agriculture Economics of the U. S. Dept. of Agri. recently issued a preliminary report on the costs of distribution in various lines. In its study of 40 country elevators in north central Kansas, which were described as fairly typical of the state of Kansas, and in analysis of the retail cost of bread in 7 of our largest cities, we are given the most recent figures available from a public source which would not be accused of bias in favor of the grain trade. Of these 40 elevators, during the period covered—the crop year 1921-22, 15 handled under 50,000 bus. wheat each; 18 handled between 50,000 and 100,000 bus. each; and 7 handled from 100,000 bus. up to 247,000 bus. each. The gross handling margin was 4.1 cents per bu. and the operating cost was 4.37 cents per bu. or a net loss on the wheat handled of .27 cents per bu.

In the analysis of the cost of bread the figures are so uniform that, for convenience, I will use those for Chicago. The average price of a one pound loaf of bread during Oct., 1922, to Mar., 1923, was 9.7 cents of which the farmer received 1.53 cents for the wheat content; the entire grain marketing system received .07 cents; the miller .62 cents; the bread retailer 1.2 cents; and the baker received 5.97 cents which includes the cost of all ingredients, other than wheat.

Going back to the Joint Com'te of Agricultural Inquiry of the 67th Congress which submitted its voluminous report in Oct., 1921, after a very exhaustive investigation, and which was dominated and controlled from every angle by the Farm Bloc, we find that for the three years covered by this report, 1913-16-21, if we take the arbitrary price of \$1 for the price which the farmer received per bu., the report shows the entire grain marketing machinery, up to the point of the actual milling, would receive 6.9 cents per bu. Sight should not be lost of the fact that this margin is gross and not net and that the figures are presented after a survey national in its scope.

No actual saving in the cost of handling grain is possible and any justification for governmental assistance for cooperative marketing must be based upon some other assumption. It will be noticed that cooperative propagandists are now laying but little emphasis on this feature of their campaign. They have been compelled to abandon the concrete for the abstract and the attempt is now to show it is necessary to force marketing into cooperative channels in the pursuit of their new panacea of pooling. They assert it is necessary to stabilize price



President-Elect E. K. Sowash,  
Crown Point, Ind.



and, perhaps of more importance, to permit the farmer to set the price on his own products.

The statement that the farmer does not have a voice in naming the price at which his products are sold in exactly the same degree as the merchant or the manufacturer of any staple article of trade, is made without consideration of facts. When permanent control over the price factor is attained by the producer of any article of commerce, at that moment, monopoly steps in and we have one of the very few excuses for the injection of governmental agencies. Consider the coal mining industry. It is of great size and has no adequate storage facilities in the hands of the producer. Still it will be readily admitted to be a basic commodity. Both coal operator and farmer may and do set the price which they will receive for their products as long as they set them within the figure at which some one is willing to purchase. When they do not the price must be lowered or the product stored in the hope of a more favorable market in the future. The advantage of position is with the farmer because he can provide cheap storage facilities while storage for coal at the pit is possible only at a prohibitive cost. Coal mines may be closed down any day it is true while farming operations must be continued it is claimed. This is true only in degree and not in fact for a cessation of operations in either must take proper cognizance of the continuation of overhead charges.

For the same reason that farmers have continued an actual loss staring them in the face, coal miners have been operating without hope of profit for the same reason the grain trade did not lock its doors during the deflation period and many manufacturing plants continued operations year after year without a return on their investment. The burden is upon every line of business endeavor to exercise the utmost care in the protection of its own interests and it ill-becomes any industry to complain, if it has not exercised such caution.

The farming industry has had abundant opportunity in the past years to build up adequate working capital and to increase and improve plant facilities and get in a position to hold grain on the farms, but as a class farmers have chosen to do otherwise. It is possible this choice was wise. If this is true, it is to the everlasting credit of the grain handling facilities which have been placed at the farmers' disposal and which have afforded such a stable and dependable market for grain as to make storage by the farmer unprofitable. The farmer of grain has it within his own power to stabilize the price of his products to a much greater extent than most merchants and manufacturers and to fix his own prices, provided he will place his price at a figure inside the absorptive possibilities of his political holding period. But the farmer is not justified in using his capital investment in land or other mediums and then expecting public assistance in the stabilization of peak figures prices for his products.

The plea that the farmer must pay the price that is asked and take what is offered is one of the oldest and most generally accepted sophistries employed by the candidate for farmers' favors. In truth this condition applies to the farmer less than to any other class. Modern methods of communication and transportation have constantly broadened the farmers shopping radius and if he considers the price of any article too high, he may canvass a territory so extensive that if he can not secure the given article at such a price as he had in mind, he may rest assured that his ideas of value are in error. The farmer is especially favored in this respect, as he has to purchase so much less than the city man and can employ his leisure in repairing his equipment, thus cutting down expenses. Any one can name his own price, but in securing a buyer, the farmers position is not unique and can only be so considered by one who assumes the much noted attitude of the German who concluded everybody was wrong but himself.

There can be no question that the present cost to the farmer for handling grain will not permit of any reduction by methods so far suggested. It should also be perfectly clear that the present condition of agriculture is not due to or aggravated by any influence of the system of grain marketing, but that in the largest measure is due to natural causes which have also affected other lines of business. The remedy lies very largely within the industry itself.

The congressional course regarding the grain business will probably depend upon the report of the Agricultural Commission, recently appointed by President Coolidge, and upon the coming Sec'y of Agri.

The labors of the Agricultural Commission have just begun and no intelligent idea of their recommendations can be formed at this time, except that the personnel seems to preclude the danger of any ultra radical recommendations and lends hope that the report may be along constructive lines. This hope is given special emphasis in the remarks of President Coolidge before the National Council of Farmers Cooperative Marketing Ass'ns, held in Washington, Jan. 5th. He said:

"There is a school of co-operators who seem to believe that the program can be started at

the top and built downward. They want the banks, the governments, philanthropies, or Providence to lay out a scheme big enough to cover the country, set its machinery moving, guarantee it all needed capital and then invite the farmers to sit in the places reserved for them and proceed to garner in the profits."

We might derive more comfort from these words, had the President not stated in the same address that co-operative marketing provided the best means of stabilizing prices.

It would seem the menace of such economic monstrosities as the McNary-Haugen bill has been definitely removed. Even some of the implement dealer friends of the farmers who felt that some such drastic measure was needed to facilitate liquidation of the farmers' indebtedness now admit the McNary-Haugen bill must be revamped before it will stand another chance. Present sentiment seems to lean to some such measure as the Capper-Williams bill, which, tho less drastic, is much more insidious and therefore more dangerous. The McNary-Haugen measure would have meant the immediate execution of the grain trade. The Capper-Williams bill would render the same execution by long torture.

While the skies have somewhat cleared the storm is not over and it surely behooves each and every member of the grain trade to give his trade ass'n that active and aggressive support necessary to promote and protect the legitimate interests of the grain trade.

J. H. ARMINGTON, Meteorologist at the Indianapolis Weather Bureau, startled the audience on the subject of "The Work of the Weather Bureau" with the statement that "weather science is ancient! Weather measuring instruments have been discovered that were used 'in the 'Clay' period. Commerce depended a great deal upon weather findings then just as do even the cutters of alfalfa depend today.

"Weather proverbs date back to the time of Shakespeare, but few are more than poetry. Nor was the rotation of the earth then given as the reason winds blew spirally instead of straight. Perhaps the one reliable proverb is:

'Red sky at night  
Is sailor's delight,  
Red sky at morning  
Is sailor's warning.'

Such warning happens in this case to mean rain.

"In the 17th century the barometer was discovered, as was the thermometer. At that time the Duke of Monica established meteorological stations throughout his country and ever since then weather records have been kept. Barometric pressure is not given a great deal of thought by the public today, yet 1 inch barometric pressure difference on the weather map indicates 1,000,000 tons per square mile difference in the air pressure.

"Benjamin Franklin was the fundamentalist who established real weather knowledge and it was he who discovered the laws of the storm."

I. L. MILLER, Commissioner of the Department of Weights and Measures of whose work he told said, "The transactions of a shady dealer were suspected until he bought himself a scale, the installation of which was taken as a guarantee of honest weights. He was no longer suspected of short-weight scales until a proud farmer brought his new born babe over to be weighed and the scales registered "40 lbs."

"That kind of scale," said Mr. Miller, "is exactly the kind your department is constantly eliminating from use.

"We find that 69% of the truck and wagon scales in Indiana are O. K., which speaks well for the grain dealer, who we find, makes the greatest use of the department's services.

"The Weights and Measures laws are to be revised, the chief departure in the new bill being the change from bushel weights to a hundred-weight (Cwt.) basis. In the five states in this belt bushel weights are used for 84 commodities and only 62 of those commodities are the same in pounds per bushel in all five states.

"One service that can hardly be measured in dollars and cents is mending of broken relationships caused by suspicions on the part of the farmer against the receiving elevators and mills, and in nearly every case the farmer's scales are wrong"

### Weights and Measures.

The Dept't of Weights & Measures administers the following laws:

First, the General Weights & Measures Law

of 1911, which authorized the establishment of the State Dep't of Weights & Measures, provides for standard weights and measures and their custody, specifies the manner of selecting and appointing city and county inspectors, defines violations and penalties, requires the testing once each year of all weighing and measuring devices in all state institutions under the jurisdiction of the Board of State Charities, requires the checking of standards of local departments of weights and measures biannually, and makes obligatory the testing of weighing and measuring devices upon request of any private citizen.

Second, the Sale by Weight Law of 1917, which requires the sale by weight of practically all fruits, vegetables and seeds except those commonly sold by numerical count and except berries and small fruits.

Third, the Bushels Weight Law of the same year defining the weight of a bushel of all common vegetables, fruits and seeds.

Fourth, the Law of 1921 supplementing Section 8, of the General Act, which makes it an offense for any buyer of live stock, grain, feed, junk, or other commodity to use false measuring devices or to make false representation in any way regarding weight.

Fifth, the Uniform Basket Law defining the size and dimensions of hampers, stave baskets, splint baskets and Climax baskets.

Under the General Law the State Food & Drug Commissioner becomes the State Commissioner of Weights & Measures. Under the same law all local inspectors are deputies of the State Dep't and are required to make regular reports of their work.

**Need for extension of local inspection:** Careful examination of the report of the local inspection departments will indicate clearly the need, even the necessity, of some sort of inspection of all weighing and measuring devices throughout the state. One-third the devices now in use are inaccurate either because they are improperly constructed, adjusted or are worn out. To guard against the use of such measuring devices inspection at regular intervals is a necessity. At the present time not more than one-third the citizens are protected thru local weights and measures departments. The other two-thirds must depend upon such service as the State Dep't can give after making such inspections and investigations as are obligatory under the law.

**Policy of state and local weights and measures inspection departments:** The end of all weights and measures inspection is protection of the purchasing public against financial loss. This protection is complete when all scales and measuring devices used in the buying and selling of commodities are accurate and when all dealers are honest in their transactions. It is the inspector's business to see that all weighing and measuring devices under his jurisdiction are maintained as nearly as possible in perfect condition and to punish the dealer who will not deal fairly.

In order to protect the purchaser the inspector must render valuable service to the owner of weighing and measuring devices by keeping him fully informed regarding their condition and pointing out to him the way to remedy defects. Little consideration is necessary to see the chief problem of the weights and measures inspector is one of education rather than one of how to punish the offender.

Owners of weighing and measuring devices with very few exceptions are glad to make repairs when the need is pointed out to them, or if necessary, to replace old and worn-out devices. This is demonstrated by the large number of scales of every type from the largest truck scale to the small counter scale that have been installed within the last 2 or 3 years.

The public is more difficult to educate. Purchasers all too seldom check up the amount of commodities they receive and carefully note the indicators on both scales and measuring devices and the manipulation of such devices by the operator. While alertness on the part of the purchaser would not reveal inaccuracy in weighing and measuring devices, it would eliminate 90% of the fraud practiced by unscrupulous dealers. The complainant to the weights and measures inspector usually requests his name to be withheld and refuses to appear as a prosecuting witness against the offender. This handicaps the official's proceeding in cases involving fraudulent practices.

**Scales:** A total of 41,985 scales of all types were tested in the state during the year. Of this number 72.3% or nearly  $\frac{3}{4}$  were passed as satisfactory and within the allowable tolerances. The remaining 27.7% were either adjusted, condemned for repairs, or confiscated.

**Truck and Wagon Scales:** A total of 3,845 wagon and truck scales were tested of which 2,675, or 69.5% were satisfactory. Of those found unsatisfactory 723 were ordered repaired and 447 condemned for further use. Of those condemned some were replaced by new scales, while the others were returned to the factory for complete overhauling.

**Platform scales:** This type of scale includes portable scales that may be moved from place to place, of which 3,806 were tested and 2,936, or 77.1% found within the allowable tolerance.



It is interesting to note that the percentage of satisfactory scales of this class was greater than that of either the large wagon and truck scales or the small counter scales.

**Weights:** The percentage of acceptable and satisfactory weights has always been much higher than that of scales. During the year 29,005 weights were tested of which 97.6% were found satisfactory. Only 27 were confiscated.

**THE HON. RAYMOND C. MORGAN,** Knightstown, Ind., speaker of the House at the last session of the General Assembly of the State, gave "Some Observations by a Real Farmer." After several preliminary stories and remarks he said:

Indiana is primarily a soft wheat state and I don't believe hard wheat should be raised. If farmers give soft wheat the care they give hard wheat it will be just as productive, probably more so. The Indiana climate is peculiarly fitted for the raising of soft varieties and produces the best results when planted to soft instead of hard winter wheat.

Land which was used for corn the previous season will generally produce a good crop of wheat. Fertilizer is a stepping stone to heavy production, but the farmer has never fully understood its value. Hence he usually uses insufficient quantities to produce a material effect on the crop planted. His limit is somewhere between 100 and 200 lbs. to the acre. This is hardly more than half a pound to the square rod, certainly too small an amount to be very effective. Purdue University recommends at least 300 lbs.

Wheat needs plenty of potash and manure. Potash in an available form is not abundant in Indiana land and it is up to the farmer to furnish it in the form of fertilizer if he wants to be prosperous. Straw spread on the wheat fields about the early part of March helps the crop considerable.

Prolonged applause followed Mr. Morgan's statement that "Indiana is primarily a soft wheat state." Several shippers present called their approval.

**W. B. LITTLEJOHN,** Kentland, Ind., pres. of the Indiana Corn Growers Ass'n, told the dealers "How to Help the Farmer Raise Better Crops." He suggested:

Seed corn is not of the best. This is largely due to the weather conditions of 1924. Not entirely, however. The farmer has been careless and has drawn from his land like a man with a checking account from his bank. Unlike the check writer with a bank account he has forgotten to return what he takes from the land. Fertilizer has not had the consideration it should.

Many farmers believe that clover is a cure-all for land ills. It is good, but not so productive as is frequently imagined. Indiana farm land needs potash as well as nitrogen.

Now is the time to get busy on seed corn, since it should be tested long before planting. Plenty will be found unfit for seed.

The chief trouble which will be found with 1924 seed corn is freezing, due to storing in cribs and out houses where it lies unprotected from cold and frost.

Numerous counties now believe they have a fair surplus of corn for seed. On the face of it this is apparently true. But they haven't started testing yet.

Corn in the southern counties is quite fair. It was given a good opportunity to mature and should prove good for seed. But north of Indianapolis a good share of the crop was caught before maturity and consequently will not be good for planting.

Indiana ought not to send outside of the state for seed corn until the present supply is completely exhausted. Reasons for this are obvious, among them being that Indiana corn is disease resistant, and produces 8 to 10 bus. more per acre than most corn.

Grain dealers have an excellent opportunity to help farmers and customers this year by advising them regarding corn and testing their stock for germination. If no testing plant is convenient install one or get the farmers interested in establishing a community testing plant in the school house or some other public building. Both of you will profit—the farmer in increased yields and you in increased business. Disease free seed yields 10 to 12 bus. more per acre than that affected.

The best way to show disease in corn is by the rag doll test, which everyone knows how to use. A modified rag doll tester, an improvement illustrated in Grain Dealers Journal last spring even shows what parts of an ear of corn are diseased.

Buying shelled seed corn is usually a wasteful practice, because you can't throw the bad ears out of it. Buying ear corn is invariably the better method.

The best corn raised last year resulted from good seed, plenty of fertilizer and careful attention. The same will be true of 1925.

Pres. Hutchinson suggested that Michikoff wheat had proven something of a success, but he added that Purdue University advises farmers to grow it only when they have a local demand.

Sec'y Riley brot up the Cooperative Marketing bill and read the 4 sections which are particularly objectionable to grain dealers, remarking that they constituted the "cream of the coconut." These follow:

## Co-operative Marketing Bill.

**Sec. 24. Inducing Breach of Marketing Contract.** Any person or persons or any corporation whose officers or employees knowingly induce or attempt to induce any member or stockholder of an Ass'n organized hereunder to break his marketing contract with the Ass'n, shall be liable to the Ass'n aggrieved in a civil suit in the penal sum of five hundred dollars (\$500) for each such offense.

**Sec. 25. Spreading False Reports.** Any person or persons or any corporation whose officers or employees maliciously and knowingly spread false reports about the finances or management of any Ass'n organized hereunder shall be guilty of a misdemeanor and be subject to a fine of not less than one hundred dollars (\$100) and not more than one thousand dollars (\$1,000) for each such offense, and shall be liable to the Ass'n aggrieved in a civil suit on the penal sum of five hundred dollars (\$500) for each such offense.

**Sec. 26. Persons Liable for Damages** for encouraging or permitting delivery of products in violation of marketing agreements. Any person, firm or corporation conducting a warehouse or elevator or other receiving place or otherwise dealing in any agricultural products within the State of Indiana, who solicits or persuades, or who permits any member of any Ass'n organized hereunder to breach his marketing contract with the Ass'n by accepting or receiving such member's products for sale or for auction or for display for sale, contrary to the terms of any marketing agreement of which said person or any member of the said firm or any active officer or manager of the said corporation has knowledge or notice, shall be liable to the Ass'n aggrieved in a civil suit in the penal sum of five hundred dollars (\$500) for each such offense; and such Ass'n shall be entitled to an injunction against such warehouseman or other person to prevent further breaches and a multiplicity of actions thereon. In addition, said warehouseman or other person shall pay to the Ass'n a reasonable attorney's fee and all costs involved in any such litigation or proceedings at law.

**Sec. 27. Ass'ns Are Not in Restraint of Trade.** Any Ass'n organized hereunder shall be deemed not to be a conspiracy nor a combination in restraint of trade, nor an illegal monopoly; nor an attempt to lessen competition or to fix prices arbitrarily or to create a combination or pool in violation of any law of this state; and the marketing contracts and agreements between the Ass'n and its members and any agreements authorized in this act shall be considered not to be illegal nor in restraint of trade nor contrary to the provisions of any statute enacted against pooling or combinations.

Adjourned to Friday morning.

## The Banquet.

A com'ite of Indianapolis grain men, composed of Wm. C. Hayward, Ed. K. Shepperd and Bert A. Boyd, chairman, arranged for unparalleled entertainment at the banquet, which was held in the Chateau room of the Claypool hotel on the evening of Jan. 15. Mantani Bros. orchestra, an unusual combination of a piano, violin and flute, played during the serving of an excellent dinner. Lillian May Heuslein and Hazel Dell Silvey sang solos and led in community singing. A male quartette harmonized.

Following the banquet Wm. Herschell, of the Indianapolis News, the poet who has helped keep Indiana famous, entertained with some choice bits of verse running the whole gamut of human emotions.

Roltare Eggleston, manager of Keith's theatre in Indianapolis, a wizard at parlor magic, entertained with disappearing and reappearing paper streamers and dollar bills, a spiritualist slate, Japanese linking rings and various card tricks.

J. Martin Antrim, pres. of the Indianapolis Board of Trade, acted as toastmaster. As the feature of the program he introduced the Hon. Jas. P. Goodrich, former governor of Indiana, whom the government has sent to Russia several times to study conditions. Mr. Goodrich described the failure of socialism and communism in Russia and showed how the country is struggling to regain position in the world.

Bert Boyd was so busy superintending the entertainment features that he failed to save himself a seat at the banquet and as a consequence went hungry.

The entertainment was furnished by the Indianapolis Board of Trade and by Indianapolis grain dealers.

## Friday Morning Session.

J. A. MORRIS, Cincinnati, O., chairman of the Hay, Grain & Grain Products Com'ites of the American Railway Ass'n, speaking on the "Regional Advisory Board" at the opening of the Friday morning session, remarked:

## The Squeaky Wheel Gets the Grease.

Regional advisory boards started in the Northwest where the heavy drain on railway equipment during harvest time caused shortage of cars, inconvenience and loss to shippers and losses to carriers. Organization of regional advisory boards was entirely voluntary on the part of the shippers. Members selected their own chairmen and found the railroads ready and anxious to co-operate with them.

Now regional advisory boards cover the whole of United States, except the Pittsburgh district, and much of Canada. Commenting on the records established by the carriers in 1924, the pres. of the New York Central Lines attributed the success in car handling to the co-operation received thru the advisory boards.

Regional advisory boards were organized for service, and speaking of service, remember "it's the squeaky wheel that gets the grease." If no complaints are offered the boards naturally assume there are none to be made. When complaints are offered the board does its best to adjust them. It is up to the suffering shipper to notify his advisory board if he fails to receive cars when called for, or service is poor in some other way.

Two years ago the railroads could not have come to you with clean hands. Since then they have been washing them. Now we're in the railroad business honestly and are carefully and strictly governed by law. If you want cars we've got to furnish them and dare not show discrimination as the individual in his business may do. Railroads are coming back and beginning to make a sufficient profit to permit improvements and the keeping of equipment and rolling stock in good repair.

Now the carriers need to be let alone, in which case they will work out their own salvation. We think they will be, since the demise of La Follette. The co-operation of the boards has made possible the railroad's success.

As a result the carriers are willing to expend



Sec'y Chas. B. Riley.



the necessary funds to keep the boards going, tho the shippers act voluntarily and are in no way influenced by the roads. The boards serve as clearing houses between shipper and carrier. Operating officials of the carriers in each division are compelled to attend the meetings of their local boards and there get considerable information which makes possible the smooth operation of the road.

A regional conference will be held at the Severn Hotel, Indianapolis, on Feb. 10, in the Rainbow room. I am authorized to extend to every one of you a cordial invitation to attend.

And again let me say that when you have a complaint or are not getting good service, "it's the squeaky wheel that gets the grease."

PRES. HUTCHINSON read a communication from the Fort Wayne Chamber of Commerce, extending greetings and a cordial invitation to hold the 1926 meeting in Fort Wayne.

FRED WATKINS, former pres. of the Grain Dealers National Ass'n, was asked to speak and remarked that he was glad to see Indiana grain dealers so well sustaining attendance at their meetings.

Pres. Hutchinson read a brief communication on marketing grain through pools.

V. E. BUTLER, Indianapolis, gave an address on "Evolution: The Past, Present and Future of the country grain business," which is published elsewhere in this number.

### Profits of a Cash Dealer.

Mr. Butler's address was followed by discussions.

C. O. WISE, Connersville, remarked: Six years ago I set foot in a grain elevator for the first time. Since then I've become engrossed with the business and I think, somewhat successful. One of the reasons is because we have learned that there is a demand for side lines and have striven to supply it. During 1924 wheat represented 40% of our gross profits; coal, 2½%; flour, 6%; hay, 3%; middlings and bran, 6½%; potatoes, 1½%; feed, 8%; seed, 2%; tankage, 2½%; corn, retailed to the farmers, 11%; oats shipped in and retailed, 3½%; miscellaneous, 6½%. Gross profits amounted to approximately 15% of our sales. We sell almost entirely for cash.

### Encouraging Use of Fertilizer.

C. STEPHENSON, Cyclone, said:

I am always interested in the future and always looking forward to it. The past is dead. Seems to me I read somewhere about somebody turning to a pillar of salt because that somebody looked back. So I keep my eyes front.

Elevators will be built on service in the future and the elevator man will be in closer touch with the farmer, where he has an opportunity to give real service in a great many ways. Mere receiving and shipping will eventually cease and the progressive grain dealer will do his ceasing earlier and ride along with the band wagon. He will be the cause of the farmer raising larger crops and will find ways of increasing production 10, 15, 20 per cent by encouraging the use of fertilizer, drain tile, etc.

This spring we are going to put on a fertilizer campaign and try to get 100 farmers to try using fertilizer on their land. This method is much better than having only 2 or 3 men try it since the variety of conditions under which the fertilizer is used will give accurate local knowledge as to its value. The result is sure to mean increased production and increased business for us.

Humanity is evolving and we individuals must keep up with the procession. Indiana is noted for good roads and the auto truck makes good use of them. A 10-mile drive to the next elevator means only 15 or 20 minutes more to the grain producer now and the local grain dealer must deliver service if he is to hold his trade. It means he has to keep his elevator up to date and well improved.

I believe in progress. During the winter the grain dealer has considerable idle time which he can use to good advantage by informing himself and making himself a more valuable business man. Farmers are becoming intelli-

gent and we grain dealers will have to hump to keep ahead of them.

Lots of men are like the soldier who picked up his wounded comrade on the blazing battlefield, threw him across his shoulder, and started for safety. Arriving back of the lines another buddy asked him why he was carrying the body of a man whose head was shot off.

The soldier laid down his burden and scratched his head. "Jim's a dirty liar," he remarked. "He told me it was his foot." In the same way a lot of us are carrying dead ideas around.

Luther Burbank is said to have visions that it would take 500 years to develop. Probably if he could live to that age he'd have other visions that would take much longer to develop.

General Grant, during one of his councils of war, remarked that it is the aggressive army, the one that takes the offensive, that usually wins.

Business is showing a tendency to cooperate. Note the rapid growth of chain stores with their immense buying power. Industry is uniting and the various branches assisting each other. This makes service.

The wheat pool will not die a sudden death. It will stick for some time yet—until the legitimate grain dealers learn to give as good service as the farmer is able to get thru his pool.

### Send Farmers to Bank for Credit.

P. E. GOODRICH, Winchester, said: I enjoyed Mr. Butler's talk very much. Also that of my friend, Mr. Wise, who has been in the grain business only 6 years, but is nevertheless able to show a profit. However, he has the right idea. Some years ago side lines were only incidental to the grain business. We used to retail corn and oats with a profit of only 5 cents a bushel. But it didn't cost much to do business then. Now side lines must bear their share of the overhead. They frequently amount to 50% of the business done by the country elevator.

Some years ago it wasn't necessary to add much to profit for overhead. Since then taxes, labor, freight and various other charges have caused overhead to mount. In our elevators last year a gross profit of 7 4/10% was made on feed. One-fourth of that had to be charged off to overhead. It was the same in the other sidelines.

So many elevators are in the country that they overbid each other grievously. What the trade needs is fairer margins and a cash basis. Farmers frequently ask for credit when they can get it at the bank just as well. That is where they should get it.

SECY RILEY said that in as much as many of the dealers had early trains to catch during the last session the resolutions would be read immediately after luncheon and submitted for approval.

Adjourned till 1:30 p. m.

### Friday Afternoon Session.

PRES. HUTCHINSON called for the resolutions. V. E. Butler, chairman of the resolutions com'te, read them. The following were unanimously approved, and adopted.

### Resolutions.

#### Interest of Agriculture.

Whereas it has been, and is the policy of the grain trade to cooperate in every way possible to conserve the interest of agriculture in every conservative movement that is for its benefit, and

Whereas the officers and members of the Indiana Grain Dealers Ass'n have put forth every effort possible to better the conditions under which agriculture is conducted, and

Whereas there has now appeared in our Legislature S. B. 18 and H. B. 15, which, in our opinion, will bring forth many diversified opinions under which the grain business shall be conducted in the future. Therefore, be it

RESOLVED that we pledge the support of the officers and members of the Indiana Grain Dealers Ass'n to an intelligent and careful study of every suggestion that has for its purpose the creating of better production, better markets, better business methods, and be it further

RESOLVED that the members of the In-

diana Grain Dealers Ass'n stands four square upon the principles of equal rights to all, and special privileges to none; and we deprecate the fact that it seems to be necessary to penalize the grain trade for the purpose of advancing the spirit of cooperation.

#### Will Study Better Buying.

In the discussion of the grain business before this convention, it has been developed that the handling of grain is only a small percentage of business in many sections of the state, and believing that further development is along the lines of merchandizing, therefore, be it

RESOLVED that we recommend to the consideration of the officers of this Ass'n the appointment of a com'te to make a thoro study of efficient methods thru which a greater buying power may accrue to the country dealer.

#### Code of Ethics.

Experience has shown that approved written codes of ethics or standards defining and governing business relations of men in general and ass'ns of business men in particular, are essential, if progress in the development, pleasure in the administration and success in the realization of life's highest ideals in the business world are to be attained. Therefore, be it

RESOLVED that we offer for your consideration and adoption the following code of ethics:

First: My business dealings, ambitions and relations shall cause me to take into consideration my highest duty as a member of society, and my chief thought and purpose shall be to fill that responsibility and discharge the duties incident thereto, so that when I have ended each of them I shall have lifted the level of human ideals and achievements a little higher than I found them.

Second: My aim and purpose shall be to exert my utmost endeavor to elevate the standards of my vocation and so conduct my affairs that others thus engaged may find it wise, profitable and conducive to success and happiness and emulate my example.

Third: I realize that as an ambitious business man, worthy of success, I should and do recognize the importance of personal qualifications which contemplate private morality, sobriety, sincerity, truthfulness, integrity and honor, and as an ethical man I wish no success that is not founded on justice, honesty, morality and fair dealings.

Fourth: I hold to the doctrine that the exchange of my goods, my services and my ideals for profit is legitimate and ethical, provided all parties in the exchange are beneficiaries thereof.

Fifth: In appreciation of my opportunities and duties to society I shall endeavor to conduct my business in a manner that will afford a high degree of perfect service, at all times equal to or better than my competitors, if possible of accomplishment.

Sixth: I consider it my duty to cultivate my talents and improve myself physically and mentally, to increase my efficiency and enlarge my service, thus attesting my faith in the fundamentals of good citizenship and the doctrine, "He profits most who serves best."

Seventh: As one of the greatest assets of a business man is his friends, any legitimate and proper advancement gained by reason of true and merited friendship is ethical so long as such friendship is maintained on an unselfish reciprocal, frank and honorable basis, demanding nothing of anyone that permits an abuse of confidence for profit, business, social or other gain or advancement.

Eighth: I hold that no personal success is legitimate which is secured by taking selfish advantage of certain opportunities in the social order that are completely denied others, nor such opportunities to achieve material success that others will not take because of the questionable morality involved.

Ninth: I am committed to that philosophy of life which contemplates the approval of the doctrine that "money shall be used to build up man, not man to build up money." Both man and money are necessary, in a civilization like ours, if society is to be perpetuated and the highest ideals of man realized.

Tenth: Believing in the universality of the Golden Rule, "All things whatsoever ye would that men should do unto you, do ye even so unto them" we contend that society best holds together and meets its complete requirements when equal opportunity is accorded all men in reference to natural rights, privileges and resources, and that mankind is justified in proceeding only on the theory that the doctrine of man's "privileges, not rights" underlie and sustain the structure of organized society.

Eleventh: As an ethical man I contend that the growing complexity of our industrial and social life requires the determination of an economical system based upon a proper conception, and recognition of the rights of the individual and the maintenance of individual initiative rendered effective by proper cooperation, protected on the theory of obligations and privileges as a member of society.

#### Term of Office.

BE IT RESOLVED that the election of officers at this convention, and that all elections hereafter, the term of office for such elected



officers begin March first following their election.

## The Grain Dealers Overhead.

H. W. REIMANN, Shelbyville, further discussing the outlook for the elevator business, said: We have found it necessary to operate sidelines to cut out the red on our ledgers. In that way only we have been able to cut down the overhead and show a profit. Side lines are rapidly developing to the point where they comprise a large share of our business.

Occasionally one is brot face to face with new side lines for which the prospects are doubtful. One of the latest of these that has come my way is semi-solid buttermilk. Considerable feeding is done in our territory and we expect to make a success of this product in a limited way.

So far we have been unable to go on a strictly cash basis. In fact, we use 3 prices. If a man buys in large quantities we think he is entitled to a discount. One of the leading arguments of cooperatives is that they treat the little man the same as the big. In so far as possible the individual dealer must do the same.

I have always found it advisable to tell our customers what it costs to do business. A short time ago one of the cooperative pushers in our community talked considerable about what large margins our firm was taking on corn. One day he came into the elevator and I conversed with him. When he found out that in shelling corn we had to take a loss of 6 cents a bushel, that we had to add in a percentage for overhead, that we frequently took great chances of loss in shipping when the corn, in none too good condition at the start, spent several days on the railroads, he decided the elevator business needed the margin it got.

## Forbids Freedom of Speech.

E. E. ELLIOTT, Muncie, stated regarding the cooperative marketing law: It is a terrible thing when the freedom of our country and the beauty of our state is marred by so insidious a law. It is hardly fair that we should be fined \$500 just because we talk to our farmer friends. It is hardly in accord with the principles of this government that we should be penalized for believing in and using freedom of speech.

## Meets Competition with Kindness.

W. C. MOORE, Covington, has found a means of coping with the cooperative elevator. He said: Experience with cooperative elevator projects has shown us the inefficacy of fighting directly. One such organization had staked off the ground for the erection of a building. We learned who would likely be manager of the plant when completed and asked him to work for us. He made a good hand and is still in the elevator game, but not as manager of a farmers' elevator. He learned too much about the difficulties of running a house, while in our employ.

Not so long ago a farmers' organization started a coal yard, taking the notes of friends and future customers for \$10 each, to secure capital and money with which to buy equipment. We didn't fight, but weighed their coal over out scales and charged them 10 cents a load. Poor management led the project into bankruptcy and we were given first chance to buy the equipment that we could use to good advantage.

Depending of course on local conditions, the wisdom of fighting a cooperative project is questionable. If the project is needed it will last. If it is not, it will fail and its promoters and customers will come back to you without any sore spots.

## Grain Dealers Must Diversify.

G. G. DAVIS, Tipton, claimed that Tipton county was the best in Indiana and further remarked: The difference between a pessimist and an optimist is clearly illustrated by two men seated at a dinner table. One said, "Is there any sweet milk in that pitcher?" The other said, "Please pass the cream."

Somebody has to handle the grain. If there is no profit in it he must diversify and take on sidelines. Just as the farmers do. Many farmers' wives in our territory make more money from their chickens than their husbands make from the farms.

We put electricity in all our elevators to cut down the overhead. For custom grinding we have found it necessary to have good grinders and cheap power.

Nearly equal thirds of my life have been spent in the states of Iowa, Illinois, and Indiana. Indiana seems to have the greatest future of any of them when it comes to the grain business.

## Too Much Legislation.

CHAS. NORTHLANE, Union City, in his message to his brother dealers said: The grain business is rapidly shifting from that of a buyer to that of a seller. The grain man is taking on various side lines and making them bear their share of the overhead expenses, and their share of the profits.

Everything taken up must benefit the buyer as well as the seller if continued profit is to be made. Proper advice and leadership of the farmer will pay big dividends in increased production and increased business for the elevator.

The larger share of congressional and state legislative activities today results in class legislation—it benefits only certain classes. Grain dealers as a class should use their influence to prevent railroad of detrimental legislation. Continued legislating leads backward. Laws become so numerous and so far reaching that our much boasted liberty is very much imposed upon. The right of the individual becomes lost.

## Recorded His Lien.

E. K. SOWASH, Crown Point, remarked: Mr. Davis must have the wrong dope on the chickens producing money for the women in Tipton county. Up around Crown Point it is the chickens that are costing the men a lot of money.

Accounting is one of the features not usually carefully looked after by the average elevator man, which is one of the reasons for poor collecting on a credit business. If you will keep a system of accounting in your country elevator that is right, you will be better able to collect for charges. Also remember that it pays to belong to the Indiana Grain Dealers Ass'n.

I have received enough benefit from our ass'n to pay for my membership several times over. One little discussion at one of our meetings regarding an amendment to the landlord's lien law saved me \$261.

A young fellow came into my elevator last spring and said, "I've rented some land down here a piece. I need seed to plant it, I need feed for my animals, I need credit. I will pay you when I harvest the crop."

He looked like a nice young fellow, ambitious and a go-getter. I liked him from the start, so gave him the credit, and he used \$261 worth.

Along in the fall his landlord came in to see me, discovered I had given the boy credit and suggested that the crops were not sufficient to pay all the creditors, including his land rental. I drove out to the young fellow's place that evening and looked over the crops. The landlord was right, but the lad said he wanted me to have my share first, when I talked to him.

Remembering that discussion at the grain dealers meeting I recorded my lien and luckily found the landlord had failed to make a record of his. Result: when suit came up I immediately received my \$261, which I would most surely have lost otherwise.

## ELECTION OF OFFICERS.

The nominating com'te reported: E. K. Sowash, Crown Point, for pres.; Walter C. Moore, Covington, for vice-pres.; J. G. Doan, Frankfort, and Geo. Arnold, Bluffton, for the Board of Managers, for the ensuing year. These were all unanimously elected. They will take office on Mar. 1.

## Handling Pooled Wheat.

PRES. HUTCHINSON remarked that nothing had been said regarding pooled wheat and receipts of pooled wheat by those who signed contracts with the Wheat Growers organization. He read a letter from a member who had signed a contract for handling pooled wheat at 5 cents per bushel and had received only 800 bushels. The pooling organization advised the farmers to load the wheat out and make the 5 cents per bushel for themselves. Consequently that is what the farmers were doing. The member reported this situation to the pool but received no response to his letters. Pres. Hutchinson said the pool had used the grain dealer as a stepping stone to get started and was now trying to renege.

CHAS. NORTHLANE, Union City, could see no way of compelling the delivery of pooled wheat to the elevator under the present contract used by most of the dealers. He said: When the new contracts are made next spring you should make certain they contain a clause to the effect that you are to be paid handling charges for all the wheat handled in your territory regardless of whether it is delivered or not. Make the new contract do what you want it to or don't sign it.

A member present who had contracted with the pool for handling grain said he had not received more than 30% of the pooled wheat in his territory.

PRES. HUTCHINSON suggested that under most present contracts the poolers had a right to use portable elevators and load directly into the car. Present contracts will likely be cancelled however on Apr. 1 and new ones offered. The grain dealer is not likely to fall into the same trap again.

SECY RILEY remarked that the cooperative marketing law as it stands with the four objectionable sections is a direct insult to the grain trade and should be strenuously fought unless the objectionable sections are removed.

E. E. ELLIOTT wanted to know if the pooling organization was still after members and another member wanted to know how they got their money to start.

Pres. Hutchinson reported the pooling membership campaign was still active.

Sec'y Riley said the pools had borrowed some money from the government and some from the banks thru public warehouse receipts, tho this did not constitute all sources of supply. They have sold no stock and have no capital. So far they have returned the Indiana farmer 85 cents per bushel on his wheat. On this the farmer is compelled to pay interest until settlement day.

Adjourned *sine die*.

## Convention Notes.

E. L. Floyd came from Chicago.

Nearly 200 registered as present.

I. W. McConnell came from Buffalo, N. Y.

E. B. Adamson represented Cincinnati, O.

Edwin N. Williams came from Nashville, Tenn.

D. E. Horn represented E. A. Grubbs Co. of Greenville, O.

Numerous ladies attended the banquet with their providers.

Railroads were represented by Russel G. East, Shelbyville, and J. A. Morris, Cincinnati.

Samuel Kraus, of Kraus & Apfelbaum, Fort Wayne, Ind., came to meet his old friends in the trade.

Machinery men present were J. M. Bell, representing Bauer Bros. Co. and J. G. Trooster, both of Sidney, O.

Toledo was represented by Joe L. Doering of Southworth & Co., and Bill Cummings of J. F. Zahm & Co.

For high class entertainment you've got to hand it to Bert Boyd and his com'te including Bill Hayward and Ed. Sheppard.



Chas. B. Sinex, L. H. Cosby and R. E. Galbreath, of the Grain Dealers National Mutual Fire Insurance Co., took charge of the registration desk.

At the directors meeting immediately following adjournment, Sec'y Chas. B. Riley and Treas. Bert A. Boyd were re-elected to serve for the ensuing year.

Lew Hill Grain Co. had a sign outside its office on the 7th floor of the Board of Trade Bldg., reading "Welcome Indiana Grain Dealers." Inside they distributed novelties, pencils, cigars, and served fresh cider and doughnuts.

Bert A. Boyd Grain Co. distributed various novelties and cigars and cigarettes. On each table at the banquet was left a red box of "Turkies," apparently cigarettes. Opening of the box released mechanism inside exploding a cap and making a loud noise.

Indiana shippers present included: W. H. Aiman, Pendleton; Chas. Anderson, Stockwell; Geo. L. Arnold, Bluffton; Wm. Bosley, Milroy; C. E. Betts, Marshallfield; J. J. Batchelor, Sharpsville; Roy Brown, Rays Crossing; H. C. Clark, Scircleville; C. C. Cole, Bluffton; Joe Dahl, Kouts; G. G. Davis, Tipton; H. Dickey, Parker; F. E. Dowling, Frankton;

E. E. Elliott, Muncie; Adam Egly, Geneva; F. R. Freeman, Crawfordsville; J. F. Good, Warren; W. A. Gray, Kirkpatrick; Bernard and Merrill Guild, Medaryville; R. M. Hutchinson, Cambridge City; Frank B. Hill, Franklin; J. M. Hanna, Willow Branch; J. S. Hazlerigg, Cambridge City; W. N. Loughry, Monticello; G. B. MacBane, Maxwell; W. Moore, Covington;

Chas. Northlane, Union City; Paul New, Greenfield; Ralph Overman, McGrawsville; C. A. Rouse, Terre Haute; H. W. Reimann, Shelbyville; Chas. F. Reeves, Charlottesville; W. E. Rooker, Redkey; C. A. Stephenson, Frankfort; A. D. Shirley, Middletown; E. R. Snyder, Mount Carmel; U. Seeger, Marshallfield; E. K. Sowash, Crown Point; J. H. Snider, Fountaintown;

C. G. Warneke, Sandusky; Perley Weaver, Sheridan; C. O. Wells, Scotsburg; H. E. Waltz, New Palestine; H. C. Wise, Lynn; H. G. Wolf, Morristown.

The subscribers to the \$10,000,000 Agricultural Credit Corp., organized to aid Northwest farmers during their recent economic stringency, will be returned 10% of their subscriptions, the board of directors having voted for this reduction in the organization's working capital. The \$600,000 to be returned is a part of the funds collected on loans to banks and farmers of Minnesota, North and South Dakota.

The Bank of North Dakota has accepted flour and wheat purchased by the State Mill at Grand Forks, as security with \$350,000 of the 5¾% milling bonds issued by the latter. The funds thus provided are used to keep the mill running—certainly a bad way to use them. If a mill, particularly a state mill, must be run at a deficit it should be closed to prevent any further leakage of state funds, and taxes paid by the public.

Enactment of a pending bill to force the metric weights and measures into general use was urged upon Congress by a 2-day convention of the Metric Ass'n in Washington, D. C., near the close of 1924. Our liberty loving citizens are weary of having Washington attempt to regulate their lives at every stop. If citizens wish to use the metric system they enjoy that privilege for Congress long since legalized it but the citizens have not seen fit to discard their old weights and measures.

The fourth annual session of the Conference for Prevention of Grain Rust at the University of Minnesota Farm recently elected Governor Theodore Christianson of the state, pres. H. L. Bolley, dean of the North Dakota College of Agriculture was selected as vice-pres. Elected members of the executive board are Frank O. Lowden, Illinois; J. A. Kitchen, North Dakota; J. F. Reed, Minnesota; M. L. Noon, Michigan; C. E. Hearst, Iowa; F. M. Crosby, Minnesota. Carlton Hanton was named sec'y-treas. Resolutions adopted warn the public that common barberry must be completely eradicated before grain will be free from black stem rust epidemics.

# The Wheat Price Demagogues Expensive Advice to Growers

By JULIUS H. BARNES, in the Nations Business

The American grain raiser, from March 31 to December 31, saw his wheat go up 70 cents; his corn, 50 cents; his oats, 15 cents; and his rye, 83 cents.

Two months before election Senator Shipstead of Minnesota told the farmers that "a small group of financiers" had inflated prices "to fool the farmer."

How many farmers rushed grain to market that they in turn might fool the financiers? How many millions were lost to the farmer? Did the prices decline after the election?

Let us go back over dates, facts and figures. An interesting chronology would run something like this:

MARCH 31, 1924:

The Chamber of Commerce of the United States left with the President of the United States a program of ten items which, in business judgment, would tend to strengthen the position of agriculture, then in distress.

Value of standard grain in Chicago on that date:

No. 2 wheat.....	\$1.03
No. 2 corn.....	.79
No. 2 oats.....	.47
No. 2 rye.....	.66

The House of Representatives finally rejected the so-called McNary-Haugen bill, which would have brought about the embarking of the Government on a program of buying and selling commodities and operating trade facilities. The Chamber consistently opposed this plan, and, we believe, by both accurate fact-statement and restrained logic, showing its probable collapse and failure, as well as its violation of the spirit of private enterprise which is the true foundation of America's development, our organization successfully contributed to this most fortunate outcome—the refusal to enact into the law of the country the McNary-Haugen measure.

Value of standard grain in Chicago on that date:

No. 2 wheat.....	\$1.03
No. 2 corn.....	.77
No. 2 oats.....	.48
No. 2 rye.....	.68

SEPTEMBER 11, 1924:

The La Follette-Wheeler headquarters in Washington gave out a statement by Senator Shipstead, of Minnesota, in which the Farmer-Labor Senator charged that "a small group of financiers in control of the farm-products market have inflated prices during the past two months in an attempt to fool the farmer into believing that prosperity is at hand." "However," he declared, "the farmer can't be fooled." "The farmer," he said, "is solidly for La Follette and Wheeler because he knows they alone are willing to break up the ring which controls the price of his output. The sugar-coated trick now being worked by the market grabbers won't work with the farmer this year."

Even at that time the most casual study of the world wheat situation indicated very disappointing crops in Europe, and evidence of almost a crop disaster in Canada, even though the American wheat crop, south of the boundary, was turning out better than expected. This political prophecy, which pronounced the farmer solidly for La Follette and Wheeler was only exceeded in its error by the analysis of the reasons for the advancing prices in grain.

Value of standard grain in Chicago on that date:

No. 2 wheat.....	\$1.27
No. 2 corn.....	1.22
No. 2 oats.....	.50
No. 2 rye.....	.94

NOVEMBER 3, 1924:

This, the day before election, was the last day necessary for the "small group of financiers" to inflate prices, before the vote next day. On this eve the stage was supposed to be set for the promised lowering of prices. It looks now as if on millions of farms the evening was spent in changing the oil in the crank cases of the motor cars in order that the farmer and his wife, along with the city folks, could express their judgment the next day on the mature political and economic views presented by Senator Shipstead and associates. The value of standard grain in Chicago on that date:

No. 2 wheat.....	\$1.38
No. 2 corn.....	1.05
No. 2 oats.....	.47
No. 2 rye.....	1.15

INVENTORY DATE. Did the collapse of prices arrive on schedule after the election necessity was over?

Value of standard grain in Chicago on Dec. 31, 1924:

No. 2 wheat.....	\$1.75
No. 2 corn.....	1.30
No. 2 oats.....	.62
No. 2 rye.....	1.49

Did the farmer hurry his crop to market before election day? Well, let's see!

The standard primary markets received on this year's wheat crop, up to election day, approximately 310 million bushels, against 190 million bushels a year ago. That is, with a crop about ten per cent larger than a year ago, the indication of his marketings exceeded those of a year ago by sixty per cent. Orderly marketing, not hurried by demagoguery, might have held back 100 million bushels more on the farm to share in the 40-cent advance between election day and the end of the year.

That extra income would have come in mighty handy to most of the farmers who had been frightened into selling their wheat while the "small group of financiers" still held the prices up. Moreover, the very weight of this abnormal wheat movement undoubtedly held the price level lower than it would otherwise have ruled. Undoubtedly as well, this enormous wheat movement, filling elevators and warehouses, congesting railroads while it lasted, also exercised a sympathetic effect in holding down the prices of other grains. Manifestly that advice of the vote-seeking politician cost the grain raisers of America many millions of dollars. This is a reasonable deduction from the price scale, which is a matter of record, and the statistics of abnormal farm marketings which are also matters of record.

But now, as business men, realizing the interest of all business and industry in a prosperous agriculture, we have a right to see what the non-spectacular program of common sense steps, outlined in the program discussed with President Coolidge, may reasonably be rated to have done toward aiding the rehabilitation of agriculture. The ten steps outlined in that constructive program, and the current comment on the record written in the last nine months, will really arouse a feeling of rightful pride.

## Sane Plan Is Justified.

The Chamber of Commerce of the United States cannot claim that all of the items in its suggested program of agricultural rehabilitation originated with the Chamber. Some of these efforts were even at that time under way. Much of the progress made is due to the vision and energy, guided by sound judgment, of the national Administration. But great encouragement rests in the fact that business



judgment suggested or approved steps, partly official, and partly private, all of which have justified themselves marvelously in the outcome of a few short months.

Congress also deserves commendation for the rejection of the economic fallacy incorporated in the McNary-Haugen bill, which, if enacted would today be a stone around the neck of struggling agriculture, with a disastrous precedent written on the statute books, one which in the future would plague the farmer.

The program presented to the President as the approved judgment of organized business and offered as most likely to effect remedies for the existing agricultural distress, comprised ten points, as follows:

**1. Preserve and Develop American Home Markets.**—On this new year the present increasing activity and enlarging employment in industry is witness that national policies have tended to preserve and develop the American home buying power, the great reliance of the farm. The confidence today with which industry faces the future and plans expansion rests primarily on the National Administration's recognition of the demoralizing influence of excessive and unwise taxation, and on the voter's decisive rejection of the principle of government ownership and operation in industry.

**2. Restoration of European Buying Power.**—The success of the National Administration in securing an acceptance of a business-commission plan for restoring in Europe the conditions under which peaceful industry might function; and the marvelous financial and economic stability which has followed the formulation of the expert Dawes Plan, has written a new chapter of encouragement for security and progress by teamwork between government and business. Organized business played its part in forming at home and abroad the public sentiment which finally demanded that questions economic in character should be resolved by business ability rather than by political consideration. The financial and commercial stability which followed made the buying power of short crops in Europe effective across three thousand miles of ocean, and assisted in the reconstruction of American farm prosperity.

**3. Leveling of Price Bases of Competitive Growers of Other Countries.**—Depreciated currencies always inject an element of unfair competition because of the local tradition of value inherent in the name of a money denomination. When this item was suggested to the Administration, the gold value of the Argentine peso was 34c, and at the end of the year it was 40c, almost a gold parity. One by one, many of the depreciated currency countries of the world have rejoined the stable gold standard held almost singly for many months by the United States. With that reestablishment of financial parity has receded unfair competition for our growers inherent in a deceptive money return, such as the Argentine competition possessed nine months ago. Here again the sound financial policies of the National Administration, the Federal Reserve System and the banks of America are eliminating the hazards of fluctuating foreign currencies. International trade is not only facilitated, but unusual hazards of these market channels are eliminated.

**4. Encouragement of Future Trading on Exchanges.**—There should never again be any doubt as to the protection to the American farm by future trading in commodities. The hazards of price fluctuations are minimized, credits for ready purchase from the farm are facilitated by the security which exchange trading alone provides; and speculative and investment sentiment is readily made effective in protection against declining prices at the time of great marketing movements.

**5. St. Lawrence Waterway.**—

**6. Diversification of Crops in Low Yield Areas of Single Crop.**—The distress area of America centered largely in North Dakota and the North Dakota Agricultural College has shown recently the steady elimination of single crop reliance. This diversification has been strongly encouraged by the Ten Million Dollar Agricultural Credits Corporation, whose capital was subscribed by American business, and whose operations were directed by American business men. Crop diversification, which includes rotation that restores soil fertility, is making progress, and the farm returns of North Dakota, which this year are reasonably double those of last year, owe something to this soundly-based farm policy, encouraged in so practical a manner by business men.

**7. To Improve the Practical Service of the Department of Agriculture.**—

**8. Relief in Farm Taxes.**—Steady progress in National economy and steady reduction in National taxes point the way, which, if followed similarly by state, county, and municipal authorities, can lighten substantially the still heavy burden on the farm.

**9. Relative Freight Rates.**—The Annual Convention of the National Chamber approved the conclusions of the Transportation Conference, that there should be a study by existing administrative agencies of such logical readjustment

of relative freight rates as might be made without general reduction of railroad revenues, on which the maintenance of service depends.

**10. To Assist Farm Cooperative Organizations.**—The program suggested a study, enlisting farm representatives as well as the business facilities affected, so that a recommended program should be the result of actual experience applied to the problem. Much can be soundly done to improve marketing methods and effect marketing economies, without a resort to a so-called cooperative organization which contemplates pledged monopoly control of food necessities, or government aid to displace the tried facilities of private enterprise. The agricultural rehabilitation is typified today by price advances in nine months in standard grains, as follows:

No. 2 wheat	—from	\$1.03 to \$1.75
No. 2 corn	—from	.79 to 1.30
No. 2 oats	—from	.47 to .62
No. 2 rye	—from	.66 to 1.49

IT IS PROPER NOW TO ASK who, in this period of rehabilitation, have proved to be the real and effective friends of the farm?

Is it the political leader who assumes the title of Farmer-Labor champion and advises farmers to over-market their wheat at \$1.30; wheat which in less than sixty days had advanced the equivalent of four hundred million dollars increase on the wheat crop of this country?

Is that type a safe farm leader, whether that utterance was inspired by the desire to turn to political advantage deliberate misrepresentation of a situation, or by the mental lethargy which discarded as of small importance the evidence on September 11th, that successive crop disappointments promised a world yield of three hundred to four hundred million bushels less than 1923's normal crop?

Is there not a place in farmer appreciation, rather for the established grain trade that a considerable cost collects worldwide information of crop progress, and which had freely published in many forms the information of

## Dealer Held Not Liable for Buying Pooled Crops.

The first round in the battle of the poultry buyers against the Co-operative Marketing Law was won by the dealers before Judge Bechhoefer in the District Court at Minneapolis Jan. 6.

Louis Schwartz, plaintiff, asked an order of court restraining the defendant Rice County Co-operative Egg & Poultry Ass'n from attempting to enforce sections 26 and 27 of the law.

Sections 26 and 27, Chapter 264, Laws of 1923, provide that any person who shall knowingly induce or attempt to induce any member or stockholder of any association organized thereunder to break his marketing contract with the ass'n, shall be guilty of a misdemeanor and shall be liable to the ass'n aggrieved in a civil suit in the penal sum of five hundred dollars for each offense, and that any person who permits any member to break his marketing contract by accepting such member's products for sale or display, contrary to any marketing agreement of which such person has knowledge or notice, shall be liable to the aggrieved association in the penal sum of five hundred dollars.

The defendant ass'ns have served on plaintiff, and others similarly situated, notices in the form of exhibits 3 and 4 attached to the complaint, and the defendant, Minnesota Potato Growers Exchange, has caused advertisements to be published in its trade papers, all such notices stating, in effect, that any dealer who purchases from a member of a co-operative ass'n will be prosecuted. The membership of said ass'n is so large that plaintiff and others similarly situated cannot possibly identify the members. Having made general offers to purchase produce, they cannot refuse to purchase—without proof that the persons offering such produce are not members of such ass'ns.

Defendants threaten to sue plaintiff and others similarly situated who have knowingly purchased from any member of any such ass'n produce which such member may have con-

tract to sell to such ass'n, tho such members voluntarily break their contracts with said ass'n, and offer to sell to plaintiff without any inducement on his part other than publication by plaintiff of his prices. Thru such notices and advertisements, defendants are laying the foundation for the commencement of civil actions.

**Judge Bechhoefer said:** The complaint, which is to be taken as true, does not admit a malicious interference with the contract relations of others. It does admit that plaintiff endeavored to deal with members of the ass'ns, and that, in doing so, he offered generally through advertisements and other means, to buy from all who desire to sell. A violation by an independent dealer subjects him to a severe penalty, though no relief is given to the independent dealer who prevails in the prosecution. Upon a general warning by advertisement, silent as to the provisions of the marketing contract, the independent dealer deals with a member at his peril. He becomes "his brother's keeper."

If the penalties and punishments prescribed by the legislative Act may be imposed, the plaintiff's business, which is a property right (Truas v. Corrigan, supra), is destroyed and a favored class is established.

Northern Wisconsin Co-operative Tobacco Pool v. Bakkedal, 197 N. W. (Wis.), was an action by an association against an independent dealer to restrain a malicious interference with contract relations, and upon the facts the plaintiff prevailed. Here, upon the admitted facts, no such question is presented.

A number of cases have been cited, holding, in effect, that co-operative marketing ass'ns are not violative of state or federal anti-trust statutes. It appears to be conceded that as between the members and the ass'ns co-operating, such ass'ns are valid. The question here considered is the effect of Sections 26 and 27, Chapter 264, Laws of 1923, as applied to the facts pleaded in the complaint. Upon these facts, the enforcement of the penal or civil remedy specified in these sections would deprive the plaintiff of his property without due process of law, and would deny to him the equal protection of the laws.

My conclusion is that Sections 26 and 27 of the Act, insofar as they attempt to prohibit an independent dealer from contracting in the usual course of business and without any malicious interference with a member of an association, are invalid, but that these sections are valid insofar as they prohibit such malicious interference.

Defendants are given 20 days to answer the complaint.



**Farmers Grain Dealers of Iowa Meet.**

Many delegates attended the 21st annual meeting of the Farmers Grain Dealers Ass'n of Iowa, held Jan. 20, 21 and 22 in the Armory, at Fort Dodge, Ia. A full program was provided.

Pres. Kemmerer addressed the ass'n responding to the welcome of Mayor Findley, reporting on the 1924 activities of the organization and asking for the support of the farmers companies for the recently formed Grain Marketing Company.

On the afternoon of the 21st J. W. Coverdale, sec'y of the Grain Marketing Co. of Chicago, and Henry A. Wallace, editor of Wallace's Farmer at Des Moines, debated the merits of cooperative marketing, Coverdale taking the affirmative and Wallace the negative. The general attitude seemed to be against cooperative marketing, but considerable favor veered also for it until there seemed to be some danger of a split in the convention.

J. F. Gustafson, Windom, Minn., pres. Farmers National Grain Dealers Ass'n, left his subject, "Advantages and Activities of Farmers Elevators and State Ass'ns," long enough to plead with the delegates to take either one side or the other but all stick together.

The Iowa Grain Dealers Managers Ass'n, composed of farmers company managers, meeting in the Waukonda ballroom, re-elected E. H. Huibregate of Hull, pres.; L. J. Miller of Havelock will serve as vice-pres., and E. L. Kreger of Ralston, sec'y.

During the last day the ass'n, in resolutions adopted, officially went on record:

As opposed to the Grain Marketing Co., and recommended that the state board of the ass'n be empowered to investigate any stock selling scheme that should come under the Blue Sky Law, which affects the interest in their elevators and farmers.

In favor of the St. Lawrence waterway, the Child Labor amendment, and a two cent gasoline tax provided it be a replacement tax for the levy now raised by road purposes.

The Fort Dodge Chamber of Commerce, the City of Fort Dodge, the musicians and the citizens in general were thanked for their hospitality.

The following directors were elected on the morning of the 22nd: District No. 1—J. M. Van Wyck, Huil. No. 2—D. W. Thomas, Rembrandt. No. 3—C. H. Nelson, Garner. No. 4—W. F. Doderer, Rockwell. No. 5—H. F. Toben, Palmer. No. 6—J. G. Merritt, Glidden. No. 7—S. J. Cottingham, Stanhope. No. 8—Simon Kemmerer, Ames. No. 9—Wm. Neibuhr, Blairstown.

Sec'y Shorthill of the Farmers National Grain Dealers Ass'n of Omaha, in an address at the evening session on the 21st, stated:

The farmers' cooperative elevator movement will be a success as long as that movement originates with the farmer; is conducted by the men who originated it; is organized in local units; and is built from the bottom up.

For that reason the Grain Marketing Co. which has been under discussion here can not be a success. For it does not harmonize with any one of these conditions. The so-called cooperative schemes, hundreds of them, which have tried to do business without these basic elements, have failed, both here and abroad.

President Coolidge has made it plain that any cooperative movement for the marketing of farm products must originate with and be operated by the producer.

Cooperative marketing has been recognized even by those who are opposed to it and its competitors as a successful and practical movement.

Officers were elected at a final session on the morning of Jan. 23, the board of directors selecting them.

T. G. Merritt of Glidden, Ia., was selected as pres. of the organization. He is also representative to the state legislature from the 55th district. Simon Kemmerer, Ames, who has been acting pres. since the death of pres. G. M. Dyer, was elected vice-pres. S. J. Cottingham, Stanhope, was re-elected treas., and J. P. Larson, Fort Dodge, was re-elected sec'y.

State headquarters for the ass'n will continue to be located in Fort Dodge.

Numerous representatives of the Receivers Ass'n of the Milwaukee Chamber of Commerce were in attendance at the convention. Members and representatives advertised their market well by distributing thermometers carrying the Chamber of Commerce advertisement. The members present were: E. H. Hiemke, A. L. Flannigan, J. J. Murphy, J. H. Mallon, W. M. Madden, C. A. Holton, Frank Bell.

Traveling representatives of Milwaukee firms present included Andy Anderson, W. M. Gearing, D. S. Fisk, C. R. Boots, A. K. Emrich, Ed Brewer, C. Thoreson, G. C. Thornstad, and H. C. Henkley of E. P. Bacon Co. E. L. Patterson, sec'y of the Receivers Ass'n, was active in obtaining this excellent representation.

**Grain Exchange Organized at Boston.**

Application for a charter for the Boston Grain & Flour Exchange was made Jan. 13.

Albert K. Tapper, for many years a leader in the Grain Board activities, has been chosen temporarily as pres. of the new Exchange, with Herbert L. Hammond as first vice pres. and Richard E. Pope as second vice pres.

The temporary directors are: Elmer E. Dawson, Dean K. Webster, Andrew L. O'Toole, Stanley P. Donohue, Frank A. Noyes, R. C. Bacon, E. F. Clapham, Harry J. Wood, Harry Hamilton and Horace Cook.

When the new Chamber of Commerce Building was erected last fall, there were several conferences between the Chamber and Grain Board officials with the result that the Grain Board definitely decided not to participate with the rest of the Chamber in the erection of the Chamber of Commerce Building. No provision was made in the new building for housing the Grain Board.

The old Grain Board was the original organization out of which grew the Boston Chamber of Commerce. Originally it was known as the Boston Corn Exchange. Later it enlarged the scope of its activities and then, following conferences with a newly organized Boston Merchants' Ass'n, the two bodies united and for the first time were known as the Boston Chamber of Commerce.

The Boston Corn Exchange had erected a building at the corner of India and Milk streets, Boston, now valued approximately at \$750,000. This became the Boston Chamber of Commerce Building. Following the organization of the Chamber, litigation arose as to the ownership of title of the building, the Grain Board of the Chamber succeeding to the activities of the former Corn Exchange and claiming ownership of the building. In the early court proceedings the Grain Board was successful but on an appeal, the Chamber won title to the property and it still holds that title. These proceedings were all brought in a friendly manner and have extended over a period of ten or more years.

The Grain Board has continued to meet in the old Chamber of Commerce Building, where most of the members of the Grain Board have retained their offices. The trading room is also at the old building.

Under the proposed new arrangement, the new Boston Grain and Flour Exchange will lease whatever quarters it requires in the old Chamber of Commerce Building and will continue to function there. The lease will be negotiated with the Boston Chamber of Commerce. The old Chamber of Commerce Building will probably be renamed for the new Exchange.

While much litigation has figured in the activities of the Grain Board and the Chamber of Commerce, the two organizations will sever affiliation with the most cordial relationship between the two.—S. S.

The Winchester bushel is 6 inches deep and 18 inches in diameter, and contains 2,150.42 cubic inches.

**Michigan Bean Jobbers Meet.**

Members of the Michigan Bean Jobbers Ass'n met in annual convention in Saginaw, Mich., Jan. 15, to discuss pertinent subjects. Chief among these was the federal bean grading and inspection proposal, to which the Michigan dealers are offering strenuous opposition.

Tentative grades have already been promulgated. Michigan bean men characterized these as unnecessary. Bean-producing states are using grades which have been established for many years, and which are fully recognized by purchasers of the product. Each bean-producing state now uses its own arbitration and inspection methods and standards.

Should it become necessary the ass'n will send a com'te to Washington, to join with other state ass'ns in protesting the proposed grades and federal regulations. The jobbers state that heavy rains during bean-harvest time in Michigan results in the product having higher moisture content than is permitted by federal grades with a resulting loss. The tentative grades are not flexible and would not cover such contingencies. Beans in different sections of the country vary widely as does also the method of preparing them for market. It follows that standards which would be good for one part of the country would not necessarily be good in another.

Discussions showed that not all elevators are cooperating in the plan for collecting 1 cent from the grower and donating one cent themselves for each bag of beans purchased, to swell the advertising fund which would be used in an advertising campaign for furthering the sales of the Michigan product. The Ass'n has collected about \$4,000 since Oct. 1 when collecting was started. Publication of the names of the elevators using the plan and the amounts collected each month is expected to effect more interest in the fund.

Some perturbation is being caused shippers along the Detroit, Bay City & Western railroad by the decision of that line to close down. Bean shippers in several towns along the road would then be left without shipping facilities. The Ass'n traffic com'te was instructed to represent these shippers at a hearing regarding the discontinuance of operation which will be held in Lansing at an early date.

Pres. Nowlin reported that over half the Michigan bean crop of 1924 has been marketed. Since bean supplies in other states are short he believed that Michigan should be able to control the movement and prices of beans during the present season. Unusually good yields and high prices during the last 2 years led to the general belief that 1925 would see a heavy acreage of beans planted.

Several live discussions were led by prominent speakers. Perry Shorts, pres. of the Saginaw Chamber of Commerce, suggested that some of the Michigan jobbers had become speculators more than merchandisers and made a plea for common sense, better organization, less ruinous competition and more thrift and hard work.

A. L. Chamberlain, Port Huron, paid tribute to Christian Breisch, pres. of the ass'n during the 5 years during and immediately following the war, who died last November.

W. I. Biles, Saginaw, discussed "Cost of Elevator Operation." E. W. Burkhart, Fowlerville, chief inspector of the ass'n, asked and explained, "What Is a Good Member of the Michigan Bean Jobbers Ass'n?"

A super-power radio broadcasting station of 5,000 watts will be built by Sears, Roebuck & Co. to replace the 500-watt equipment now used. The new station WLS will be built in the open country to avoid interference with other Chicago sending stations, probably within 50 miles of Chicago. All the latest devices known to the radio science will be used. The giant antennae will be supported by two 200-foot steel towers and several miles of ground wire will be necessary.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Walnut Ridge, Ark.—A custom grinding and feed crushing mill has been opened by J. T. Wooldridge & Son.—P. J. P.

Little Rock, Ark.—The capital stock of the George Neimeyer Grain Co. has been reduced from \$100,000 to \$25,000.—P. J. P.

Walnut Ridge, Ark.—Fire destroyed heavy stocks of grain and feedstuffs as well as the warehouse operated by the Arkansas Commission Co. and owned by the Walnut Ridge Mlg. Co. on Jan. 8. Partial insurance covers the disastrous loss.—P. J. P.

## CALIFORNIA

Lancaster, Cal.—A half interest in the Valley Grain & Supply Co. has been purchased by R. C. Hitte, who will manage the business.

San Francisco, Cal.—Under the recently innovated director's arrangements the operations of the Sperry Flour Co. are tri-departmentalized, each in charge of an official. J. K. Smith has charge of the grain division, Stewart P. Elliott heads the selling end and J. P. Armstrong the milling.

## LOS ANGELES LETTER.

Chas. G. Glenn is now connected with the Sperry Flour Co. He was formerly associated with the West Coast Grain Co.

Defective wiring caused the fire in the office of the Atlas Mlg. Co. here recently, which destroyed some of the less important records of the company.

A site in the new Central Manufacturing district has been purchased by Huffine & Co., formerly of Kansas City, Mo., for the erection of a modern elvtr.

The machinery of the Farmers' Grain & Mlg. Co. was seriously affected by water during a disastrous fire earlier this month. The property was covered with insurance.

## CANADA

Parkland, Alta.—About 8,000 bus. of grain was lost when the Bawlf Grain Co.'s elvtr. burned here Jan. 16.

Fort William, Ont.—Charles Morrison, foreman in the employ of the Saskatchewan Co-op. Elvtr. Co., died here Jan. 6.

Lethbridge, Alta.—The government elvtr. here will not be built this year in all probability.—A. W. Fosness, Carter-Halls-Aldinger Co.

St. Boniface, Man.—The Red River Grain Co., Ltd., has organized to deal in grain, feed, buckwheat flour, etc. H. Kavener is in charge.

Calgary, Alta.—There is a possibility of additional storage capacity being built by Spillers to their mill here.—A. W. Fosness, Carter-Halls-Aldinger Co.

Wakaw, Sask.—Practically no insurance covered the loss suffered by the Golden West Mlg. Co. when its plant No. 2 burned Jan. 15 at a loss of \$8,000.

Ottawa, Ont.—Judge Turgeon has been requested to draft a bill to amend the Canadian Grain Act along the lines of the Turgeon Grain Enquiry Commission's report.

Fort William, Ont.—Two months on the industrial farm with no fine alternative has given two wheat thieves charged with pilfering grain cars in the Canadian Pacific yards.

Moose Jaw, Sask.—It is reported that the mill just taken over by the Gillespie Grain Co., Ltd., from the Moose Jaw Flour Mills Co., Ltd., will be converted into a warehouse.

Edmonton, Alta.—Spillers do not contemplate erecting an elvtr. at this point. The Canadian Government Elvtr. here already has 2,350,000 bus. capacity.—A. W. Fosness, Carter-Halls-Aldinger Co.

Vancouver, B. C.—Spillers elvtr. was formally opened Jan. 15. It is the first privately owned plant here. An entire train of 25 cars of grain for export to the British Isles was unloaded the first few hours.

Saskatoon, Sask.—Grading wheat on a milling value basis is the request to the Provincial Department of Agriculture of the Saskatchewan Field Husbandry Ass'n in a recent resolution of that organization.

Vancouver, B. C.—Additional grain cleaning machinery and equipment to cost \$14,000 is to be installed in the elvtr. of the Vancouver Mlg. & Grain Co., Ltd. Alterations other than additional equipment expense will cost a like amount. It was reported in the Sept. 25 number of the Journal that this concern had come under Spiller's control.

Ottawa, Ont.—The report of the Royal Grain Inquiry Commission investigating Canadian grain trade conditions and the charges that Canadian bonded wheat was tampered with in passing through the United States ports en route to the seaboard has been submitted to the House of Commons by Hon. Thomas A. Low, minister of trade and commerce. Information was gathered at public hearings. It is unlikely that the report will be made public until after it has been tabled.

Calgary, Alta.—Steps to own and control its own terminals and mixing houses before the next crop is marketed were taken and a second resolution protesting against the present system of marketing wheat on grades based on weight and appearance instead of according to milling values was adopted by the Alberta Wheat Pool in session here Jan. 23. It was declared that Alberta farmers had suffered great loss this year through changes in standards of wheat grades with resultant loss of many millions to producers.

Regina, Sask.—Believing that "the control of an elvtr. system is inherent in the principle" of marketing for which the Saskatchewan Wheat Pool stands, the boards of the three prairie provinces' wheat pools have decided to carry thru pending negotiations for the purchase of existing country stations not already operated and owned by the farmers and for the construction of new buildings where purchases cannot be effected. Two terminals were leased and operated since the beginning of the season at Fort William and Port Arthur.

## WINNIPEG LETTER.

A branch office has been opened here by A. A. Housman & Co. of Portland, Ore. C. F. Avery is in charge. The firm holds a membership on the exchange.

The Globe Grain Co., Ltd., will hereafter conduct a general commission and brokerage business in grain, cotton, provisions and stocks, etc. The company is correspondent of Lamson Bros., Chicago.

Strong opposition has been displayed against the proposed grain futures tax, promoted by the Manitoba Government.

The firm of Clark & Martin will continue operations under its old name despite the death of Mr. S. P. Clark, which automatically dissolved the existing partnership between himself, William Martin and A. P. White. The new partnership is formed between the two survivors and Melville H. Jones. The firm does a grain and stock brokerage business.

## COLORADO

Delta, Colo.—A local coal business has been taken over by the Delta Elvtr.

Farmers, Colo.—Mosher & Parker lost an elvtr. and warehouse by fire Jan. 13. Some insurance was held.

Denver, Colo.—J. F. Kelly has been appointed to become foreman of the Crescent Flour Mills to succeed the late Jack Kratke, who died two weeks ago.

Padronia, Colo.—F. L. Green has sold his elvtr. to the Western Wheat Co. of Sterling. Presumably this is the elvtr. of the Farmers' Co-op. Elvtr. & Supply Co., who maintain headquarters at the same place as that of the purchaser, as they are the only elvtr. operators at this point.

## ILLINOIS

Fiatt, Ill.—V. C. Brown has resigned as mgr. of the Farmers' Co-op. Elvtr. Co.

Galesburg, Ill.—Fire destroyed the Tenon & Meyers grain elvtr. at a loss of \$32,000.

Rock Island, Ill.—A plant has been established here by the Idaho Breakfast Food Co.

South Clinton (Clinton p. o.), Ill.—Edward Hendricks is still operating the elvtr. here.—P. M.

Roseville, Ill.—The Pratt Grain Co., now known as Isaac C. Pratt, is celebrating its 50th anniversary.

Witt, Ill.—The catching fire of a gasoline tank caused the destruction of the farm granary of Wm. Newberry.

Peoria, Ill.—Louis Mueller, grain dealer here, is to run on the republican primary ticket for mayor next month.

Lane, Ill.—Shumway B. Lane has been appointed mgr. of the Lane Co-op. Grain Co. succeeding his father, the late W. T. Lane.

Moweaqua, Ill.—M. C. Elcan of Sioux Falls, Minn., did not accept the position of mgr. of the Farmers Co-op. Elvtr. Co. as was anticipated.

Colfax, Ill.—The Colfax Grain Co.'s properties were sold by the trustee Jan. 21. The company was reported bankrupt in May of last year.

Toionio, Ill.—C. A. Zelle bought and is now operating the grain elvtr. here known as the Central Elvtr. and formerly owned by J. A. Creamer.

Champaign, Ill.—A defective heating pipe set fire to the interior of the Pattengale Bros. grain and feed establishment doing over a \$1,000 damage.

Ulah (Cambridge p. o.), Ill.—We have changed our address to the foregoing, and now operate as H. M. Johnston. The name of our firm was formerly W. S. Johnston.—H. M. J.

Astoria, Ill.—To operate or not to operate was the question decided by the stockholders of the Farmers Grain & Service Co. at a recent meeting. The decision has not been learned.

Mansfield, Ill.—C. L. Ekiss, who has been mgr. of the Farmers' Grain Co. the past 18 months, has been succeeded by Jesse Polk. The former will not re-engage in the grain business for the present.



Dailey (Penfield p. o.), Ill.—Our company has installed a combination truck and wagon dump here.—Farmers Elvtr. Co., Dailey, Ill.

West Brooklyn, Ill.—We purchased 190,-461 bus. of grain, \$13,180 of merchandise, received \$140.53 from grinding fees and had very low operating expenses.—R. E. Jacobs, mgr., West Brooklyn Farmers Co-op. Co.

DuQuoin, Ill.—Between \$60,000 and \$75,-000 loss was sustained by the Zacher Mlg. Co. through fire that destroyed its large three story brick mill, elvtr., engine and boiler rooms, and other adjoining buildings on Jan. 17.—P. J. P.

Decatur, Ill.—A sprinkler system saved the plant of the Decatur Mlg. Co. from destruction when fire broke out on the sixth floor just above the driers. This plant was formerly known as the North Union St. plant of the American Hominy Co.

Latham, Ill.—J. Frank Beale of Niantic, has purchased the properties of the Kautz & Maus Grain Co. Immediate possession was given. Carl Rager of Chicago will be the mgr. Mr. Beale is mgr. of the firm bearing his name.—Beale Grain Co.

Lincoln, Ill.—A belt rubbing a board in the dust house of the Spellman & Co.'s elvtr. caused a small fire recently. Ernest C. Dageforde has of late retired from the firm and left for the Southwest. His position of sec'y-treas. has been filled by John L. Savage.

Cooksville, Ill.—Eugene E. Hayward, for three decades a prominent grain dealer here and a member of the firm of Hayward Bros., took his life with a revolver at his home in Lexington Jan. 10. The company sold out in May and the firm was dissolved in November of 1924.

Marley (Mokena p. o.), Ill.—The elvtr. of Alec Haley, deceased, was sold last week to Louis F. Sass and G. Edward Marshall, prominent farmers near Marley. The firm name will be Sass & Marshall and they will add feed to their grain and coal business. The sale was made by James M. Maguire of Chicago.

Decatur, Ill.—Robert I. Hunt is the president-treasurer of the newly incorporated Decatur Terminal Elvtr. Co. The company, whose debut was announced in the last issue of the Journal, has taken over the Harrison & Ward Co.'s elvtr. here which will be in charge of W. H. Barnes, managing vice-president. Mr. Barnes was formerly branch mgr. here for the former owners. Lloyd W. Snerley is the sec'y. Five banks have taken the company's stock in escrow. W. H. Suffern planned to build this plant, but Victor Dewein and T. E. Hamman erected the present \$100,000 structure. The latter bought out the former's interests and joined Harrison-Ward & Co. 3 years ago this month.

Sullivan, Ill.—The reinforced concrete elvtr. of the Sullivan Grain Co. suffered a loss of \$5,000 by fire Jan. 10. The building was thought fireproof and consequently no insurance was carried, furthermore, most reports place the loss at \$50,000. The fire started about 8 o'clock and was caused by flames from the cob burner being sucked up the chute to the top of the elevator. A new cleaner, fan, belts and buckets and a motor will have to be installed to replace those damaged at the top of the shaft. The house contained 9,000 bus. of corn, oats and soy beans, of which 500 bus. were damaged beyond recovery by fire and water. Mr. Tabor will rebuild at once. Grain contracted for is being handled to the Rose & McDavid elvtr. here and other nearby plants at Chippis and Kirksville, however, all corn will go to Mr. Tabor's house at Allenville. An investigation into the cause of the fire has begun.

Peoria, Ill.—The 600,000-bu. East Peoria ("Conover") Elvtr. has been opened by a \$65,000 corporation, officers of which are Geo. A. Shurtliff, pres.; Geo. W. Cole, vice-pres.-mgr.; and Logan Coleman, sec'y-treas. It is being operated under federal license as a public warehouse. The first carload of grain was unloaded Jan. 5.

Peoria, Ill.—At the meeting of the Illinois Farmers Grain Dealers Ass'n held here Jan. 5 a com'te was appointed to investigate the advisability of the operation of the "Conover" terminal elvtr. here by the Peoria Farmers Terminal Elvtr. & Comm. Co. In the Dec. 10 number of the Journal it was reported that the latter would take over the Burlington House; however, only a portion of the necessary stock for the undertaking was subscribed.

East St. Louis, Ill.—A spectacular explosion which shot burning embers several hundred feet in the air occurred in the J. B. Horton Grain Co.'s 50,000 bu. elvtr. and adjoining warehouse Jan. 12 destroying same at a loss of \$80,000. Some \$20,000 insurance was carried on the 28,000 bus. of oats and the 1,500 bus. of wheat that burned along with the frame building, which was but partly covered. The blaze broke out near the ground floor fuse box and occurred in the evening. The local company was known as the Security Elvtr. but was owned by the St. Louis concern.

#### CHICAGO NOTES.

The Rosenbaum Grain Corp. has been dissolved.

Harry C. Avery, active on the Board of Trade since June of 1880, died at his home here after a lingering illness on Jan. 21.

A membership on the Board of Trade sold Jan. 24 at \$8,825, dues paid for 1925; an advance of \$50 over the last previous sale.

Robert W. Roloson, one of the oldest members of the Board of Trade and founder of the firm that bears his name, died Jan. 10 at Winter Park, Fla.

The Guy Fridley Comm. Co. has been incorporated to deal in grain, feed, cereal and hay. Incorporators: Juanite Fridley, J. E. Replogle, R. J. Chowen; capital, \$1,000.

A. G. Pearson is to continue the business of the partnership of Pearson & Jost, which partnership has just been dissolved, while F. A. Jost will join the D. Rothschild Co. as sec'y.

Vance & Co. have taken new offices on the ground floor of the Webster building. The fire in the same building that housed the grain inspection department forced them into the newer location.

Charles J. Peters, state grain inspector, was seriously injured when thrown from a taxicab of which the driver had lost control. The machine came to a stop at the brink of an excavated quarry of 300 feet depth, after breaking through a fence.

Frank Cheatle has relinquished his connection in the grain business after 37 years' work as traveling representative and has made connections with Wm. H. Colvin & Co., handlers of futures in grain, cotton, provisions, coffee, sugar, as well as stocks and bonds.

The Board of Trade Fellowship Club, comprising every branch of activity of the Exchange, will hold its annual banquet at the Hotel La Salle, Saturday evening, Feb. 7, in the large banquet hall. A vaudeville agency will furnish the program of entertainment, including some of vaudeville's best numbers, and a jazzy orchestra has been engaged to furnish the music. Prominent grain exchange men will be at the speakers' table, to talk on topics of interest to the grain trade. The tickets are priced at \$3. Reservations should be made early as choice table locations are going fast.

Louis Brooks, chairman of the Business Conduct Com'te of the New York Cotton Exchange, has applied to the Board of Trade for admission to membership. He has visited practically every cotton futures market in the world except the one recently established by the Board of Trade. While in Chicago he hopes to have an opportunity to observe the workings of the new cotton exchange.

Regardless of the fire in the building housing the Illinois State Grain Inspection Department little delay was caused thereby in the inspection of handling grain here. All official records were intact. Moisture testing machines in railroad yard branches, department of agriculture grain office facilities and the grain sampling department of the Board of Trade were utilized in the emergency.

#### INDIANA

Mt. Carmel, Ind.—We have just installed a 10-ton Howe Scale.—E. R. Snyder.

Scottsburg, Ind.—We contemplate installing a custom grinder.—C. C. Wells.

West Lebanon, Ind.—The West Lebanon Grain Co. has filed final dissolution certificates.

Liberty Mills, Ind.—Shirley Kreider has taken charge of the Liberty Mills elvtr. for Kinsey Bros.

Jamestown, Ind.—A warehouse belonging to Newton Busenbark was totally destroyed by fire recently.

New Palestine, Ind.—I have installed a new feed grinder with 5 tons an hour capacity.—H. E. Waltz.

Johnson, Ind.—A cob conveyor has been installed and an addition to the A. P. Bump elvtr. has been constructed.

Cambridge City, Ind.—We will install a 20-22 inch attrition unit and complete feed mixing equipment.—R. M. Hutchinson, Imperial Mills.

New Albany, Ind.—Prompt appearance on the part of the fire dept. on the scene of the fire in the top story of the Zabel Mlg. Co. limited the loss to \$3,000, Jan. 9.

Windfall, Ind.—The Windfall Grain Co. has been expelled from membership in the Grain Dealers National Ass'n for refusing to arbitrate a difference with the Townsend-Ward Co., of Buffalo, N. Y.

Elwood, Ind.—Kiefer's Feed & Supply Co. has leased the buildings and all machinery of the Harting Elvtr. and the company's feed store. Both places of business will continue to be operated by the new lessees.

Indianapolis, Ind.—The Bert A. Boyd Grain Co. is sending its friends a chart of the seating and parking space at the international motor race of May 30, and offers to take care of orders for seats desired.

Etna Green, Ind.—The Etna Lbr. & Elvtr. Co. has been incorporated for \$90,000, to deal in grain elvtrs., lbr. and building materials; incorporators, J. W. Stackhouse, W. T. Hess, V. V. Anglin, Flora E. Melich and J. G. Anglin.

New Albany, Ind.—Burglars ruined the safe of John H. Shine, grain dealer and flour miller, when they blew it open Jan. 8. Checks and \$69 in currency were taken. The thugs supposedly were traveling by automobile. Entrance was gained through the wagon shed and basement.

Oakland City, Ind.—The Oakland City Mlg. Co. filed suit against a former officer and stockholder who over-represented the amount of wheat he had purchased for the company, which was later forced to buy back wheat stored in exchange for flour. In the meantime prices had raised, causing the milling company the loss of the \$900 it is seeking to collect.



Indianapolis, Ind.—The Indiana Grain Dealers' Ass'n voted to print 500 copies of the grain dealers' objections to the Co-operative Marketing Bill and lay them on the desks of the members of the Indiana lawmakers on Jan. 16. Objectionable features of the bill are given in the report of the 24th annual convention of the Indiana Grain Dealers Ass'n in this issue.

## IOWA

Solon, Ia.—Thieves stole a quantity of grain and coal from the J. J. Fiala Elvtr. Jan. 15.

Hubbard, Ia.—W. K. Johns has resigned as mgr. of the Farmers Elvtr. Co. His successor has not been named.

Coburg, Ia.—Clifford Houser, employed by the McGreer Bros. Grain Co., married Mrs. Eulah Middaugh recently.

Carnarvon, Ia.—Ronald Meyer and Miss Dena Huendling married a short time ago. Mr. Meyer operates an elvtr. here.

Page, Ia.—Z. Steele, owner of the elvtr. here, is spending the winter in Arkansas Pass, Tex., on account of his health.

Anthony, Ia.—An infected thumb resulted when E. E. Greene, mgr. of the Trans-Mississippi Elvtr., struck his with a hammer.

Tama, Ia.—A receiver is being asked for by the officers of the Farmers' Co-op. Co. here. The plant suffered reverses through fire.

Farragut, Ia.—Frank Allen replaces Ray Cox as mgr. of the Farmers Elvtr. Co. Ross Lamb recently resigned from the same position.

Galva, Ia.—The Galva Union Elvtr. Co. will cease operations until July. No grain to handle and bad roads are the attributed reasons.

Pleasantville, Ia.—A feed mill will be erected here by Stewart & Co. to be operated in connection with their newly erected elvtr.

Auburn, Ia.—Sealed bids for the purchase of its elvtr. building will be received by the Farmers Grain Co. until Jan. 26. J. H. Reynolds is sec'y.

Bristow, Ia.—Former directors of the Farmers Elvtr. Co. bought in the properties of the firm at sheriff's sale on their own account for \$7,000.

Bedford, Ia.—A new J. B. "Humdinger" feed grinder has been installed by the Farmers Union Elvtr. Co. along with a 30 h. p. electric motor to operate.

Pomeroy, Ia.—A new elvtr. will be built by the Pomeroy Co-op. Grain Co. this spring. The old house will be torn down to make way for the new.

Winfield, Ia.—James Henderson is now mgr. of the Winfield Elvtr. & Supply Co., succeeding T. W. Lamme, who retired for a rest after several years at this firm's helm.

Sioux City, Ia.—The Terminal Grain Co. expects to reduce its capital stock 50%. Outstanding certificates will be exchanged for new stock of half the par value, thus removing all objectionable accounts and leaving the new capital unimpaired.

Garrison, Ia.—Some 18 bus. of timothy seed was stolen from the A. J. Froning & Son elvtr. here recently, though the theft was not discovered until several days afterwards.

Cedar Falls, Ia.—The Cedar Falls Mill Co. has been incorporated for \$50,000; John Lemmer, et al. Announcement of the promotion of this concern was given in the Sept. 25 number of the Journal.

Sioux City, Ia.—James C. Mullaney, former president of the Sioux City Grain Exchange and at the present time treasurer of the same institution was married to Miss Alice Cecile O'Connor Jan. 14. Mr. Mullaney now manages the grain business of which he and his father are partners.

Davenport, Ia.—Repairs have been completed on the defunct Purity Oats plant purchased by the Kellogg Co. of Battle Creek, Mich., last summer. The plant is now open and receiving shipments. A new brand of breakfast food will be manufactured. The sale price is disclosed at \$240,000.

Onawa, Ia.—The shortage of the fire department's hose prevented much assistance in the \$100,000 fire that burned the J. C. Roush elvtr. and mill earlier this month. In addition to the goods lost by the blaze, as reported in the last number of the Journal, the loss to the company has been established as the difference between the insurance carried and the above figure. Insurance amounted to \$47,000.

Council Bluffs, Ia.—I am now superintendent of the terminal elvtr. operated here by the Trans-Mississippi Grain Co. The former superintendent is still with the company. A new conveyor has been installed and a conveyor belt renewed. All the gears running the conveyor belts have been changed to Link-Belt Silent Chain Drives. Our loading facilities have been doubled. I was formerly with the Sperry Flour Co. at Ogden, Utah.—J. H. Roennfeldt.

## KANSAS

Rolla, Kan.—A farm elvtr. is to be built here for Jack Weitzel.

Russell, Kan.—Fire damaged the elvtr. of the H. Fose Grain Co. on Jan. 10.

Topeka, Kan.—Larger quarters are now being occupied by the Grubb Grain Co.

Oneida, Kan.—The Oneida Grain Co. is now operated under my name.—R. J. Wood.

Argonia, Kan.—Corn meal manufacturing equipment has been installed in the J. S. Dillon mill.

Bazine, Kan.—Will build a 10,000-bu. elvtr. to be ready for the coming harvest.—Geo. S. Stullken.

McPherson, Kan.—E. A. Wall now heads the Wall-Rogalsky Mlg. Co., succeeding the late C. A. Hiebert.

Baldwin, Kan.—We contemplate the installation of a dump soon.—Fred Hall, mgr., Douglas County Farmers Co-op. Ass'n.

Corning, Kan.—I have leased the Farmers Elvtr. here.—E. R. Followell. (It was reported he had located at Seneca.)

Falun, Kan.—I have bought back my elvtr. from the H. D. Lee Flour Mills Co. to whom I sold in 1923.—G. A. Forsee.

Westmoreland, Kan.—Fire damaged the plant of the Edwards Mill Co. for a loss of \$20,000, fairly well covered by insurance.

Wichita, Kan.—Hiram Imboden, 73, died in a local hospital from leakage of the heart. He was one of the pioneer millers of this city.

Topeka, Kan.—Harry Meredith, mgr. of the Christopher Grain Co. for the past 2 years, has resigned and will take an extended rest. Frank Geoffrey is now in charge.

Plevna, Kan.—We have finished a very successful year with a good volume of business.—W. P. Medsker, mgr., Plevna Grain & Supply Co.

Hanover, Kan.—C. M. Reist now occupies the position of mgr. of the Farmers Union Elvtr., J. M. Hart having left this position earlier this month.

Humboldt, Kan.—Grinding machinery has been installed in our new 14,000 bu. completely equipped studded elvtr.—W. L. Drake, Humboldt Elvtr. Mills.

Portis, Kan.—W. C. Smith, 70, who operated an elvtr. here for many years, was suffocated by smoke when his home in Salina was destroyed by fire recently.

Moundridge, Kan.—We have not decided whether to use steel or concrete in the construction of additional storage of from 25,000 to 50,000 bus.—Mound Ridge Mlg. Co.

Marietta, Kan.—The company has voted to rebuild its elvtr. The last plant was lost by fire Nov. 24. Contract is to be let soon.—H. P. Hocock, mgr., Marietta Stock & Grain Co.

Hartford, Kan.—The Emporia Elvtr. & Feeding Co. has reopened its elvtr. here. H. S. Marten is mgr. We are installing a new Richardson Automatic Scale.—Carpenter & West.

Holyrood, Kan.—The Holyrood Mlg. Co.'s plant is idle at present. Different parties have leased the mill several times but never made a success of operations.—Holyrood Grain & Supply Co.

Kansas City (Rosedale Station p. o.), Kan.—The new wheat and corn mill being built for the Rosedale Mlg. Co. will soon be ready for operation. The plant will have 500 bbls. corn meal capacity. This replaces the properties that burned last July.

Harper, Kan.—Officers for the Harper Mlg. Co. were elected at the Wichita office Jan. 6 and are: C. M. Jackman, pres.; D. S. Jackman, 1st vice-pres.; W. F. McCullough, 2nd vice-pres.; R. Ward Magill, sec'y; and W. M. Stillwell, treas. Geo. R. Cooper was temporary mgr. before the organization was perfected.

Hoyt, Kan.—In addition to losing their elvtr. through a fire starting in the engine room, F. W. Hall & Son lost all the office records as well as the equipment. The building and the 3200 bus. of grain in the house was well insured. The last two numbers of the Journal announced that the company would rebuild.

## KENTUCKY

Glasgow, Ky.—The Morrison Mlg. Co. has been incorporated for \$20,000 by C. and H. C. Morrison, et al.—P. J. P.

Ashland, Ky.—W. E. Johnson has acquired an interest in the Poage Mlg. Co. and has assumed active management.

## LOUISIANA

New Orleans, La.—Repairs are being made on the Westwego Grain Elvtr., which is closed temporarily for the purpose. The house has been operating on full schedule since last fall.

## MARYLAND

Baltimore, Md.—Ernest J. Sponseller is back on the trading floor. In the earlier December number of the Journal he was reported to have been injured in an auto accident.

Baltimore, Md.—J. Collin Vincent has sold his membership on the 'Change and retired from the export grain business on account of ill health. He now resides in Washington, D. C.

## KANSAS CORN

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## MICHIGAN

Lum, Mich.—The Lum elvtr. is to be put up for mortgage sale on Jan. 29.

Jackson, Mich.—Fire destroyed the farm granary of Romie G. Hinkle near here recently.

Monroe, Mich.—The Waterloo Mill, built in 1819 when this point was considered the leading wheat center in Michigan, is still in operation.

Fremont, Mich.—Thomas D. McBride now exclusively operates the mill formerly operated by the partnership between himself and Frank E. Bradway.

Ionia, Mich.—The Prairie Creek mill, built in 1865, has been purchased by R. L. Redemsky from the Mansfield Hoag Co. The business will be discontinued.

East Leroy, Mich.—The same blaze that damaged a hardware store and garage here also spread to the W. L. Nelson elvtr. shortly before midnight Jan. 21, doing \$20,000 destruction.

Allegan, Mich.—The Northern Securities Co. has come into possession of the "B" mill of the Allegan Mfg. Co., recently acquired by Edwin Horn, Jr., and Wm. Legner, and will manufacture flour.

Harbor Beach, Mich.—B. W. Jenks, Jr., is the new vice-pres. and general manager of the Huron Mlg. Co., succeeding the late Capt. Gilmore G. Scranton, whose death was reported in the last number of the Journal.

Port Huron, Mich.—Disclosure by the Underwriters Grain Ass'n, garnishee defendants in a suit to compel payment of insurance on the Grand Trunk Elvtr., which burned Dec. 7, 1924, has been filed in circuit court. John D. Menish, manager of the elvtr., is plaintiff in the case, which names the Grain Marketing Co. defendant, and asks payment of \$17,781.68. In its disclosure the ass'n says that it is composed of a number of insurance companies, and each bears a proportionate amount of the loss ensuing from destroyed grain. After the fire, the ass'n declares, the Western Adjustment & Insurance Co., Detroit, which inspected the fire, fixed the amount to be paid by the ass'n at \$287,434.47, and this is due the several companies.

## MINNESOTA

Brainerd, Minn.—A grist mill is to be opened here by J. W. Milliard.

Owatonna, Minn.—P. O. Beieie, 75, died at his daughter's home here. He was formerly a grain buyer at this point.

Appleton, Minn.—A piece of metal going thru the grinder in the mill of W. J. Jennison Co. resulted in a small fire Jan. 6.

Cokato, Minn.—C. U. Sommers of St. Paul was appointed receiver of the Farmers Elvtr. Co. at bankruptcy proceedings Jan. 5.

Duluth, Minn.—E. H. Harbison has been elected to membership in the Duluth Board of Trade. He is associated with C. C. Wyman & Co.

Worthington, Minn.—Insurance adjustment on the St. John Grain Co.'s fire reported in the two December numbers of the Journal was fixed at \$25,010.

Marshall, Minn.—M. W. Holt and W. A. Thomas have acquired the interests of Guy A. Thomas and W. H. Bovey in the Marshall Flour Mills Co. Mr. Holt will continue as mgr.

St. Paul, Minn.—A bill which would require the St. Paul, Duluth and Minneapolis grain exchanges to report daily to the Railroad & Warehouse Commission the number of "for sale" cars of grain shipped into each market and the disposition made of each car, has been introduced in the state legislature.

Iona, Minn.—P. L. Byrnes, engaged in the grain business here for the past 40 years, died here earlier this month. He was one of the partnership of Byrnes & Heath.

New Ulm, Minn.—New officers installed by the New Ulm Roller Mill, which company operates a line of grain elvtrs. are: F. H. Retzlaff, pres.; A. Schulke, vice-pres.; L. A. Fritsche, treas.; H. W. Bond, sec'y; and Richard Swartz, mgr.

Duluth, Minn.—Frank C. Tenney has temporarily left the business of Tenney & Co. in charge of Fred C. Thomas, sec'y. Mr. Tenney is in Boston to take over the presidency of the Clifton (rubber) Mfg. Co. more recently conducted by his father.

Clinton, Minn.—Wm. Wieman, operating a cereal mill at Ortonville, has taken over the Barney Folkens feed mill and will install a new mill and make other necessary improvements previous to the grinding of corn, buckwheat, graham, rye, etc.

Sleepy Eye, Minn.—Frozen hydrants prevented firemen from saving the Edward F. Berkner elvtr., which burned Jan. 13 at a loss of close to \$70,000. Fire was discovered in the cupola towards midnight. Although full insurance was held the decision regarding rebuilding has not been announced. This house that burned replaced another that burned before it, the dates of loss and replacement being Nov. 1921 and Oct. 1922 respectively.

## MINNEAPOLIS LETTER.

Benjamin H. Woodworth was of late elected pres. of the Minneapolis Civic & Commerce Ass'n.

Alfred H. Trettin, 42, died at Rochester, Minn., after three years of illness. He was formerly sec'y of the Imperial Elvtr. Co. here.

Ticker and blackboard service has been installed by the Quinn-Shepherdson Co., grain commission merchants, in recently vacated space near the trading floor. This office is for country customers interested in the wheat market.

Minneapolis, Minn.—The tentative program for the 7th annual convention of the Tri-State Country Grain Shippers Ass'n, at the New Nicollet Hotel, Minneapolis, Minn., Thursday, Feb. 5, follows: President's address, F. E. Crandall, Mankato, Minn.; Address—E. S. Woodworth, Minneapolis Chamber of Commerce; "My Experience with the Co-operative Marketing Law" by O. A. Radke, Le Sueur Center, Minn.; "Some Legal Phases of the Minnesota Co-operative Marketing Law"—Joseph N. Noonan, Waseca, Minn.; "The Market Quotations of the Grain Bulletin"—F. R. Durant, Minneapolis; and "The Minnesota Storage Law"—J. T. Probstfield, supervisor, Local Grain Warehouse Dept., Minneapolis.

Minneapolis, Minn.—The Minnesota Farmers Grain Dealers Ass'n will meet in the West Hotel here Feb. 17-19. The program includes "The Transportation Problem" by C. D. Morris of the Western Railway Public Relations Com'te; a "Get Together Banquet" on the 17th; "Difficulties of Handling the Present Crop," by G. H. Tunell, chief inspector of grain; "The Local Warehouse Act of '23," J. B. Probstfield, of the local Warehouse Dept.; "Law Application," Ass't attorney general Vic. Anderson; Address by O. P. B. Jacobson, Chairman Board of Railroad & Warehouse Commission; "The N. W. Regional Advisory Board and Its Relation to the Shipper," by Lee Kumpel, sec'y.; and a number of other addresses, in addition to the regular business to be attended to.

## MISSOURI

Clarence, Mo.—B. E. Rule will follow Carl E. Benson in the capacity of mgr. of the Clarence Grain Co.

Columbia, Mo.—William R. Long of the Broadway Mlg. Co. died of pneumonia.

South Lineville, Mo.—Fire totally destroyed the E. C. Varney Flour Mills here Jan. 18.

Centralia, Mo.—The resignation of G. V. Proctor as mgr. of the Producers Grain Co. here takes effect Feb. 1.

Leeton, Mo.—J. H. Walters, owner of a grain and feed business here, dropped dead in his office a short time back.

Defiance, Mo.—I have bought out the J. Shearmeyer elvtr. but will maintain headquarters at McKittrick.—F. W. Meyer.

Bunceton, Mo.—A new warehouse and office building are being contemplated by the Bunceton Farmers Elvtr. Co.—P. J. P.

Perkins, Mo.—Fire that burned a number of other business establishments here also destroyed the W. J. Haney grist mill and warehouse, together with 600 bales of hay.

Hume, Mo.—A reward of \$200 is being offered by the Farmers Elvtr. Co. for information leading to the arrest of the robbers who stole 88 sacks of tankage at 3 a. m. one Sunday morning this month.

Bigelow, Mo.—We have covered our elvtr. with galvanized iron and also installed a new motor; Kewanee Truck Dump and a Western Sheller. In the near future we expect to install a new combined corn and grain cleaner.—J. W. Hill, mgr., Farmers Elvtr. Co.

Norborne, Mo.—Herbert M. Stanley, who succeeded Geo. N. Cies as mgr. of the Farmers Union Elvtr. Co. earlier this month, suffered a compound commuted fracture of the left leg when a ladder on which he was working on the elvtr. shaft broke and he fell to the ground.

Sweet Springs, Mo.—After 6 years of litigation the Farmers Elvtr. & Grain Co. has finally settled the fire loss they had the same number of years ago. The pending suits have been directed against the M. P. R. R., the tenderers of the \$30,803 check just received by the elvtr. company.

St. Louis, Mo.—Robert McCormick Adams, 78, the oldest member of the Merchants Exchange and one of the foremost pioneers of the west, died in El Paso, Tex., during the second week of this month. At 22 he came here from Virginia and established a grain brokerage firm.

St. Louis, Mo.—The results of the election held at the annual meeting of the St. Louis Grain Club are: Louis F. Schultz, pres.; J. Handley Caldwell, vice-pres.; E. J. Gissler, sec'y-treas.; H. F. Beckmann, J. B. Horton, P. C. Knowlton, Fred C. Orthwein, Jr., and O. H. Schwartz are the directors.

Springfield, Mo.—The 40x185 foot plant placed under construction last week for the Holland O'Neal Mlg. Co. will be ready for the installation of machinery by Apr. 1. This brick mill and warehouse replaces one the company lost at Mount Vernon, Mo., last September. Trackage on the M. P. will permit the simultaneous loading of five cars. The daily capacity is to be 3,000 sacks feed and 300 bbls. of either corn meal and flour; 10,000 bus. additional storage is to be constructed.—P. J. P.

St. Joseph, Mo.—The annual election of officers and directors of the St. Joseph Grain Exchange was held Jan. 6. C. L. Scholl was elected pres. for the ensuing year, and S. A. Penney, vice-pres. Five directors were chosen, being F. F. Gilbert, R. E. Hastings, E. M. Loutch, F. J. Watts and Ashby Woodson. Holdover directors were M. C. Bruce, W. M. Huff, J. D. McKee, J. W. Craver and J. W. Dailey. Annual meeting of the membership of the Exchange was held at the Robidoux Hotel, Tuesday evening, Jan. 13. Eleven amendments to the rules were voted on Jan. 6, all of which were adopted.



North Kansas City, Mo.—The new feed and corn meal mill of the Staley Mfg. Co. will open shortly. The \$100,000 plant has 200 tons of stock and poultry feed and 500 bbls. of corn meal daily capacity. All machinery is electrically driven. A 40,000-bu. elevtr. is operated in connection with the four story concrete mill.

Fairfax, Mo.—Fire destroyed the elvtr. owned by the Fairfax Elvtr. Co. earlier this month at midnight. Some 1,100 bus. of wheat and 500 bus. of corn helped swell the loss to \$7,000. The properties are owned by John Sly, Earl Coe and L. McNeal and were partially insured. A carload of cottonseed meal also burned, but was fully covered by insurance.

## KANSAS CITY LETTER

C. K. Davis of the Hodgson-Davis Grain Co. has left for California on an extended vacation.

J. E. Cairns of Jackson Bros. & Co. has been elected to membership in the Board of Trade. The company has opened a branch here in charge of J. B. Bracken.

John Fennelly will go to the Bahama Islands to further convalesce after his siege of illness in the Johns Hopkins hospital, Baltimore, Md. He is vice-president and treasurer of the Hall-Baker Grain Co. here.

Thomson & McKinnon will close their branch office here Feb. 1, at which time all other western branches will do likewise. The Chicago grain and stock brokerage house will center its activities at the home office and throughout the east.

W. R. Scott will continue as sec'y and transportation commissioner of the Board of Trade. H. F. Hall is treasurer, R. A. Jeaneret is transportation com'te chairman; F. C. Vincent elvtr. and warehouse com'te chairman; W. B. Young, chairman cash market reports, and O. A. Severance, appeals com'te chairman. James Russel is chief sampler.

C. P. Cauthorn now holds the membership heretofore held by E. W. McClintic. Mr. Cauthorn has become a partner in the Hodgson-Davis Grain Co. This Board of Trade membership sold at \$9,250, including transfer fees of \$500. Mr. McClintic, Thomson & McKinnon Co.'s branch mgr. here, moves to Miami, Fla., Feb. 1 to take charge for the same company there.

## MONTANA

Cascade, Mont.—J. M. Smith is mgr. of the Cascade Co-op. Elvtr. Co.—X.

Moulton, Mont.—Fire destroyed the office of the local elvtr. here and would have swallowed up the elvtr. but for the efforts of one W. E. Williams.

Butte, Mont.—Track buyers are to become as responsible for the execution of rules and regulations now applicable to public warehousemen as are any other class of grain buyers, including commission men and brokers. Such a bill is now before the legislature.

Glasgow, Mont.—Wm. Ruffcorn has about completed the erection of his grain elvtr. here. Storage space for 3,000 bus. is included in the completely equipped house. He has been a track buyer here for the past 3 years.—Ole J. Hendrickson, agt., Imperial Elvtr. Co., Dodson, Mont.

## NEW ENGLAND

Reading, Mass.—Moulton Cox is pres-treas. of the newly incorporated Reading Grain Co., having a capital stock of \$35,000.

Portland, Me.—The Essex Grain Co. has been incorporated with 3,000 shares of no par value common stock and \$50,000 preferred. Chas. M. Drummond is president, R. B. Buzzell is treasurer. The concern will manufacture, store and deal in grain, feed, flour and agricultural products.

Southbridge, Mass.—An overheated stove caused fire damage to the Morse Grain Elvtr. Jan. 17. The grain in the house was saved by the efficient work of the fire dept. keeping the loss down to \$1,500. In 1909 an elvtr. on this same site is reported to have burned for more than a week. Partial insurance covers the loss.

## NEBRASKA

Ewing, Neb.—The McAvoy Flour Mills have been destroyed by fire.

Agnew, Neb.—Harry Wilson is the new mgr. here for the Farmers Elvt. Co.

Loup City, Neb.—The E. G. Taylor elvtr. here has been purchased by Dave Adams.

Curtis, Neb.—The roof of the office of the Crete Mills was damaged slightly by fire recently.

Hastings, Neb.—The Hastings Flour & Feed Co. has been purchased by B. T. Plum and Perry C. Schoefer.

Omaha, Neb.—The McCaull-Dinsmore Co. has closed its branch here. L. P. Roberts, the mgr., has become associated with the Hynes Elvtr. Co.

Raymond, Neb.—Mgr. Deshler has been transferred here to operate the Farmers Elvtr. Co. He was similarly connected at Agnew before the transfer.

David City, Neb.—The superintendent of the Nye-Schneider-Jenks Co.'s elvtr. properties here has no knowledge of a sale of the plant to L. E. Krajicek.—P. M.

Grand Island, Neb.—Frank Langman, Sr., a resident here for over a half century and formerly engaged at the Wasmer Elvtr. now operated as the Hord Grain Co., died here at the age of 74.

Beaver Crossing, Neb.—W. E. Wehr will retire from the management of the Farmers Grain Co. after 4 years' service, on account of ill health. He will re-engage when physical obstacles have been set aside. Herman Geis is to have charge of the plant.

Lincoln, Neb.—Low water pressure prevented the firemen from saving any portion of the 400,000-bu. Nye-Schneider-Jenks Co.'s elvtr. here from the fire that did \$550,000 damage Jan. 17. The house contained 252,000 bus. of wheat and 25,000 bus. of corn.

Falls City, Neb.—A switching engine crashed into the Maust Bros. grain elvtr. and released somewhat over 1,000 bus. of corn thru the hole the locomotive tore into the corner of the house. The whole building was twisted out of shape as a consequence, the line shafting being thrown out of plumb. Icy rails were the cause. The railroad company's officials acknowledged responsibility and the damage is to be repaired at the carrier's expense.

## NEVADA

Fallon, Nev.—A modern concrete warehouse with office accommodations is being put up for the Fallon Flour Mills.

## NEW YORK

New York City.—Herbert Pond has been elected to membership in the Produce Exchange. He is connected with C. W. Andrus & Co., grain brokers.

Oswego, N. Y.—Since the United States Board of Engineers have approved the "greater harbor" project for this point, other grain elvtr. sites have been optioned, presumably by New York Produce Exchange members.

New York City.—Crofton & Guild, grain brokers, have by mutual consent dissolved. Both will continue in the brokerage business, however. Chas. Crofton, head of the old firm, will operate as Crofton & Co.; while Henry Guild will do business as Guild & Co.

Solville, N. Y.—The warehouse of G. W. Hinman was damaged recently by fire.

New York City.—Robert F. Straub is no longer connected as vice-president, director, and trading floor representative on the Produce Exchange with the Bunge-North American Grain Co. His affiliation with the Montgomery, Straub & Co. was announced in the last number of the Journal.

## BUFFALO LETTER.

A hot box in the conveyor in the mill of the Russell-Miller Mfg. Co. was the cause of slight damage recently.

George E. Pierce is in control of the Dakota Elvtr. which was reported sold in the last number of the Journal to the Levi S. Chapman Corporation.

With a reported option on the Great Eastern elvtr., expiring April 1, it is presumed the Levi S. Chapman Corporation, Syracuse, will acquire this house. They recently took over the Dakota Elvtr. Co.'s elvtr. property.

## HESS PNEUMATIC GRAIN DRIERS

*Used everywhere—*

## NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

## HESS WARMING & VENTILATING CO.

1207 So. Western Ave.

CHICAGO



Construction of 1,250,000 bus. reinforced concrete additional storage for the Superior Elvtr. Co. will commence at once. James Stewart & Co., Inc., have the contract for the designing and construction and will include a stationary marine tower with shipping leg and scales, and track shed together with a reinforced concrete dock in front of the storage. This will bring the company's total capacity up to 4,000,000 bus. Completion is planned for Sept. 1925.

Some 700 feet of shoreline, with slips on either side of the new terminal being built for the Saskatchewan Co-op. Elvtr. Co., will provide ample loading and unloading facilities for lake freighters and canal barges. Ample railroad trackage is also included in the plans, which have been filed in the name of the American company of the Canadian firm, the James Stewart Grain Corporation of New York City. All the equipment has been purchased and includes marine towers of 25,000 bus. an hour capacity, hopper scales of 2,500 bus. capacity, etc. The plant will be capable of receiving 30,000 bus. every hour and of loading 16 cars each 60 minutes. The 1,100,000 bu. terminal is scheduled for completion Aug. 1. Land was secured from the Lehigh Valley R. R. Further details have appeared in numbers of the Journal dating back to Oct. 25, with special mention Nov. 10, as developments have been published as each step of progress has been made.

## NORTH DAKOTA

Kief, N. D.—A loss was suffered on Jan. 13 by the Schmidt-Gu Lack Elvtr. Co.

Grafton, N. D.—Extensive repairs and improvements are being added to the office of the Grafton Roller Mills.

Powers Lake, N. D.—Carl Olson now owns the Powers Lake Roller Mills, having bought out the interest of his former partner, W. H. Dunlap.

Carbury, N. D.—The Carbury Farms Elvtr. Co. has installed a new dump and new manlift. Further improvements in the way of repairs will be made this summer.

Fargo, N. D.—The Tri-State Grain Growers have changed their name and will hereafter be known as the Tri-State Farmers Congress. They have just re-elected Dr. John Lee Coulter as pres.; G. W. Randlett, vice-pres.; and W. C. Palmer, sec'y.

Parshall, N. D.—A new elvtr. is under construction for the Farmers Co-op. Elvtr. Co. here. The destruction of the old house was reported in the Nov. 10 number of the Journal. A new mgr. is reported to have replaced E. E. Robideaux.

Chasely, N. D.—C. L. Curry, formerly mgr. of the Equity Elvtr. Co. that recently burned at Columbia, S. D., will manage the elvtr. just purchased here by his brother, E. S. Curry. The latter will remain in New England, N. D., where he manages the Empire Elvtr.

Grand Forks, N. D.—O. L. Spencer is now general manager of the North Dakota State Mill & Elvtr., succeeding C. E. Austin, whose resignation was reported in the last number of the Journal. Mr. Spencer was formerly superintendent. J. P. O'Connell is the new traffic mgr.

## OHIO

Nye, O.—A feed grinding outfit has been installed by the Nye Co-op. Co.

Fredericktown, O.—Levering Bros. are in the receiver's hands. They operated an old warehouse here some years ago, but no longer.—H. W. Updike.

Norwalk, O.—W. A. Poyer, 83, former owner of the Woodward & Fulstow elvtr. here and a prominent grain dealer thruout this state, died in Milwaukee, Wis., recently. Burial was at Norwalk.

Cincinnati, O.—J. W. Howard has become associated with his father, H. W. Howard, in the grain business here.

Washington, C. H., O.—We sold our elvtr. and feed business to E. A. Allen of Circleville. He is now operating same.—Cissna Feed & Grain Co.

Jenera, O.—The Northwestern Ohio Elvtr. Mgrs. Ass'n met here earlier this month. They were addressed on "Our Marketing System" by representatives of the department of Economics of the Ohio State University.

## OKLAHOMA

Fairland, Okla.—Machinery is being installed in the new Fairland Cereal Mill.

Banner, Okla.—A total loss was suffered Jan. 17 on the elvtr. of the Canadian Mill & Elvtr. Co.

Vinita, Okla.—I took over the O'Bannon Mill & Elvtr. and am operating it as the Baxter Mill & Elvtr.—E. B. B.

Nowata, Okla.—A Western Grain Cleaner with 600 bus. grain capacity has been installed by the Whitford Grain Co.

Tahlequah, Okla.—The capital stock of the Tahlequah Mill & Elvtr. Co. has been decreased from \$21,000 to \$15,000.

Grove, Okla.—The mill being erected by W. W. Jarnagin is to be a 44x132 foot, 3 story fireproof plant with concrete basement.—P. J. P.

Comanche, Okla.—The Comanche Wholesale Grocery & Elvtr. Co. has been incorporated for \$12,000; incorporators, W. D. and J. M. Henderson and the latter's son.

Tishomingo, Okla.—The Tishomingo Mlg. Co. has been incorporated with a capital of \$2,500; incorporators, L. C. Burris, O. P. Trammell and W. M. Lucas. Mr. Trammell has made application to the state board of agriculture, feed dept., for license to sell milled feeds; he is mgr. of the company.

Junction City, Okla.—A mixed feed plant is under construction by the Star Engineering Co. for Tyler & Co. It will contain small overhead retail bins, a hammer type mill, a 3 pair high roller mill, 3 elevtr. legs, cracked corn grader and separator, with a 100-ft. run of spiral conveyor to draw material from the main elevtr. to the mixing plant.

Oklahoma City, Okla.—A bill has been introduced making it unlawful for any individual firm or corporation to accept or hold for storage any grain in any grain elvtr., mill or warehouse for more than 5 days that is not individually owned, without first complying with the State Bonded Warehouse Act. A penalty for violations is proposed.

Kingfisher, Okla.—We are building a 50,000-bu. ironclad frame elvtr. at a cost of \$12,000 here. The site of the Farmers Mill & Elvtr. Co.'s properties are being used, the latter's building having burned late last year. This plant, which is in addition to the elvtr. we already have here, will be used as a terminal and mixing house and will also be equipped for handling feeds, grinding, etc. A cleaner and clipper, unloading jinney, etc., will be installed. Apr. 15 has been set as the completion date.—W. B. Johnston, W. B. Johnston Grain Co., Enid, Okla.

Turpin, Okla.—A 12,000 bu. iron clad elvtr. has been started for the Light Grain & Mlg. Co. by the Star Engineering Co. The 24x32 ft. plant will have 32 ft. bins, an 18 ft. pit and a 16 ft. cupola. Six 9x6 ft. main bins and one of similar size over the work room will be constructed. The engine room will be 8x10 ft., and the two room office will be 10x18 ft. A 6 h.p. Type "Z" Fairbanks-Morse engine, a combination truck dump, a 1,000 bu. Richardson Automatic Scale, a 10-ton Fairbanks Truck Scale and a 1,250 bu. per hour elvtr. leg are included in the equipment.

Purcell, Okla.—W. H. P. Trudgeon is an applicant for the appointment of U. S. marshal of the western district of Oklahoma. He was the founder of the Purcell Mill & Elvtr. Co.

Vinita, Okla.—A new elvtr. will be built here by C. F. Oelke, who has just purchased the site of the Drennan Grain Co.'s elvtr. and mill that burned about two years ago. Operation of the planned structure will begin in the early springtime.

## OREGON

Springfield, Ore.—For expansion in the near future the Springfield Mill & Grain Co. has asked for the vacation of certain streets.

Eugene, Ore.—Kenneth Spencer has succeeded W. R. Lord as mgr. of the Grangers Eugene warehouse. Mr. Lord, mgr. thereof for the past six years, will not re-engage in the grain business.

Salem, Ore.—The Willamette Valley Grain Dealers Ass'n met here a short time ago to recommend to the state legislature that federal agencies do all grading and sampling now carried on by the state market agent and state grain inspection dept. These two state departments will be abolished, if the recommendations of this assemblage are followed.

Portland, Ore.—At the annual meeting of the Merchants' Exchange the board of directors were re-elected. They are: F. L. Shull, D. A. Pattullo, C. E. Dant, J. C. Settle, John H. Burgard, R. B. Wilcox, Edward Ehrman, F. H. Page, N. A. Leach, Geo. Powell, Clayton R. Jones and F. C. Knapp. In addition to the grain trade several other organizations have been brought in along general commercial and maritime lines, in accordance with the program for expansion inaugurated at the time of the reorganization of the exchange a year ago.

## PENNSYLVANIA

Philadelphia, Pa.—William P. Brazer has retired after 47 years of active business. He was the head of the firm of W. P. Brazer & Son until Jan. 1, when his son, Howard F., assumed charge.

## SOUTH DAKOTA

Ade, (Conde, p. o.), S. D.—The McBath Elvtr. had closed for the season and Rolla Smith, the mgr., has returned to Conde.

## SOUTHEAST

Dothan, Ala.—No new elvtr. is being erected here.—J. E. Wise.

Decatur, Ga.—The buildings of the Decatur Feed & Grain Co. burned at a loss of \$10,000 recently.—P. J. P.

Shenandoah, Va.—The Shenandoah Mlg. Co. has been incorporated with a capital of \$200,000. M. E. Roudabush, pres.; A. A. Roudabush, sec'y.—P. J. P.

Atlanta, Ga.—R. E. Deans, wholesale grain, feed, cottonseed products, hay and flour broker, died at his home here Jan. 9. The business will be continued under the name of G. C. Deans, his brother now heading the activities of the company.

## TENNESSEE

Dunmore, Tenn.—Fire totally destroyed the J. A. Simmons and L. G. Baugh mill Jan. 20.

Knoxville, Tenn.—The Bradley Mlg. Co. has been incorporated for \$5,000; by O. B. Bradley.

Memphis, Tenn.—A 600-carload warehouse is planned by the Gillespie-Clarke Hay & Feed Co.

[Continued on page 140.]



## Seeds

**Chicago, Ill.**—Barry Seed Co. has decreased its capital stock from \$25,000 to \$10,000.

**Shreveport, La.**—The Lawhon-Wilson Seed Co. is remodeling a new building which it hopes to occupy by Feb. 1.

**Los Angeles, Cal.**—The Los Angeles Seed Co. has completed the addition to its warehouse. Entrance from two streets is provided.

**Tulsa, Okla.**—Johnson & Son Seed Co. has been established by Harry E. Johnson, manager, formerly with the Binding-Stevens Seed Co.

**Tulsa, Okla.**—Binding-Stevens Seed Co. is making a retail store and offices of a building across the street from its present location.

**Concordia, Kan.**—Bowman Seed Co. is the new name of Bowman Bros. Seed Co. Management and policies of the concern remain the same.

**Little Rock, Ark.**—The Arkansas Seed Growers Ass'n will hold its annual convention here, in the Hotel Marion on Tuesday, Feb. 3.—P. J. P.

**Lockhart, Tex.**—Lockhart Antone Seed Co. has been incorporated with \$5,000 capital stock by N. F. Harrell, C. P. Ross and F. J. Reinlander.

**Minneapolis, Minn.**—W. H. Bofferding is now manager of the Armstrong Seed Co., Mr. Armstrong and Mr. Bachman, former managers, having retired.

**Chicago, Ill.**—Harry J. Boyd, formerly with the Albert Dickinson Co., has opened a seed brokerage business on his own account, trading in field and grass seeds.

**Kentland, Ind.**—The interests of the Ainsworth-Boone Seed House have been purchased by C. E. Burwart, of Ashland, O. The business continues to be operated by the old firm.

**Mount Vernon, Wash.**—A new seed growing department has been added to the City Grain & Seed Co. It is in charge of Alfred Christianson, who was formerly with the Chas. H. Lilly Co.

The state of New Hampshire held 271 alfalfa demonstrations during the past year, to which are attributed the nearly doubled alfalfa acreage in that state in 1924. A heavy program is set for 1925.

**Memphis, Tenn.**—R. B. Buchanan Seed Co. was recently incorporated with \$25,000 capital stock. Incorporators are R. B. Buchanan, F. L. Dickson, C. E. Hunt, H. G. Schalch and N. E. Westlake.

**Chicago, Ill.**—Gardeners Seed & Nursery Co. has been incorporated with capital stock of \$10,000 to do a general wholesale and retail business in seeds. Geo. Jacob and Jennie Molenhouse are the incorporators.

**New York, N. Y.**—J. W. Pincus, of the Amtorg Trading Corp., a Russian seed buyer, is reported to have purchased between 10 and 15 cars of sudan grass seed, to be shipped to Odessa and distributed in the Ukraine.

The American Seed Trade Ass'n annual convention will be held in Los Angeles, Cal., June 9, 10 and 11, it was decided at a meeting of the executive com'te of the organization in Chicago on Jan. 14. The cost com'te of the ass'n met on Jan. 16, with representatives of Ernst & Ernst, accountants, who are working out the cost accounting system for the ass'n. The report on this system will be ready for the convention in June.

**Roswell, N. M.**—The partnership of E. F. Butler and Walter Gill in the Roswell Seed Co. has been dissolved, Mr. Butler retiring and selling his interests in the concern to Mr. Gill, who is continuing the business along the old lines.

**Hemet, Cal.**—An exclusive alfalfa seed cleaning, storage and buying establishment has been opened by J. C. Loomis, who says the Hemet territory produced half the alfalfa seed of the state during the past season, accounting for 50 cars.

**Guadalupe, Cal.**—The L. D. Waller Seed Co. has changed its name to Waller-Franklin Seed Co. Dr. J. H. Franklin, who has been associated with the concern for many years, is thus represented. No change in personnel or management has been made.

The annual report of the Canadian Seed Growers Ass'n is inclosed in a 60 page book which tells of crop and seed inspection, marketing and distributing methods, registration and reports of provincial seed boards. The Ass'n headquarters are at Ottawa, Canada.

**Moscow, Ida.**—Washburn-Wilson Seed Co. recently held open house for growers, retail dealers and friends in its territory. The plant was on exhibition. A dealers' banquet was given in the evening when several good addresses on local seed and farm problems were delivered.

**Calgary, Alta.**—The annual provincial seed fair was held here Jan. 20 to 23, inclusive. Practically all of the Alberta exhibitors of seed grain at the recent International Grain & Hay Show, held at Chicago, exhibited. The Alberta Seed Growers held their convention here at the same time.

**La Park, Pa.**—La Park Seed & Plant Co. a Delaware county corporation, has filed voluntary petition in bankruptcy, listing liabilities at \$153,052 and nominal assets at \$216,200. Voluntary petition in bankruptcy scheduling debts of \$171,780 and no assets has been filed by La Park Seed & Plant Co., a Pennsylvania corporation.

**Nashville, Tenn.**—McKay-Reece Co. is now located in its new concrete and brick one-story building, with basement, which is now complete. Much more room and better transportation facilities are afforded the seed concern in this location. A grain elevator with a storing capacity for 30,000 bus. is included in the new plant.

**Washington, D. C.**—The official and the Commercial Seed Analysts' Ass'ns held sessions here Dec. 31 to Jan. 3, inclusive, discussing many pertinent subjects. Officers for the ensuing year elected by the Official Seed Analysts are: Miss Anna M. Lute, Ft. Collins, Colo., pres.; W. H. Wright, Toronto, Canada, vice-pres.; A. L. Stone, Madison, Wis., sec'y-treas.

**San Francisco, Cal.**—F. R. Cooper, of Wellington, New Zealand, who had been traveling in this country on a pleasure trip with Mrs. Cooper, and meeting friends in the seed trade, contracted typhoid fever several weeks ago. On Jan. 9 he died, while in this city. Nov. 29 he delivered an address before the Western Seedsmens Ass'n, convening at Kansas City, Mo. Pres. Mangelsdorf, on behalf of the organization, sent a memorial wreath and a resolution of sympathy to his bereaved wife.

**Lansing, Mich.**—We understand that some Michigan jobbers have been advising the trade that Michigan elevators are carrying an unusual lot of beans. We have checked the state carefully and believe that Michigan elevators are carrying sufficient tonnage of beans to take care of normal demand for three or four weeks. The elevators are fully convinced that the market will advance to \$7.50 to \$8, and have adopted a policy of refusing to sell except as growers give them fresh deliveries.—Chatterton & Sons.

**Toledo, O.**—Clover seed after reaching new high levels, eased off on profit taking and increased hedging sales against purchases of foreign seed. Breaks seem to attract fresh investment demand and removal of hedges. With good cash demand market is in position to rally sharply. The future trend is up to the volume of imports and cash demand. Foreigners may be expected to unload all their surplus of red clover.—Southworth & Co.

**Minneapolis, Minn.**—Argentine flaxseed is cheaper laid down in New York than Canadian seed at Lake Erie ports. The second estimate of this year's crop in Argentina is 400,000 bus. less than the first estimate issued in November, being 52,800,000 bus. Deducting 6,000,000 bus. for sowing seed and home consumption, leaves the exportable surplus 46,800,000 according to official estimate. Private estimates continue to insist the crop will not exceed 40,000,000 bus. Some place it even lower.—Archer-Daniels-Midland Co.

**Royston, Ga.**—The Georgia Seed Growers Co-operative Ass'n organized at a recent meeting here. It plans to offer registered seed to farmers of South Carolina, Georgia, Alabama and Mississippi, gradually increasing this territory. Headquarters are in Hartwell. Officers are T. P. Thornton, Hartwell, pres.; W. B. McMullan, Hartwell, 1st vice-pres.; W. C. Tribble, Lavonia, 2nd vice-pres.; E. C. Young, Lavonia, sec'y treas.; Executive Com'te, T. B. Thornton, W. B. McMullan, W. C. Tribble, T. B. Whitworth, and Joel E. Thomas.

Calendars have been distributed locally by the Deshler Farmers' Elevator Co., which is managed by Chas. B. Krohn.

C. V. Topping is now pres. of the National Council of Millers Ass'n Sec'ies, J. B. Mc-Lemore having resigned to engage in the milling business.

## ELLIS GRAIN DRIERS

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the wide world  
over and find  
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## Grain Carriers

**Terre Haute, Ind.**—The Mid-West Regional Advisory Board held its 4th meeting at the Deming hotel, here, on Jan. 23.

**The Alton & Eastern** railroad has petitioned the Interstate Commerce Commission for authority to acquire the 38-mile stretch of the Chicago, Peoria & St. Louis extending from Grafton, Ill., to East St. Louis, Ill.

**Grain and grain products** were loaded into 2,542,049 cars during the first 51 weeks, of 1924 as compared with 2,243,752 cars during the first 51 weeks of 1923, 2,278,878 during the year 1923, and 1,843,018 during 1920.

**Grain and grain products** were loaded into 40,901 cars during the week ending Jan. 3, reports the car service division of the American Railway Ass'n. This is an increase of 8,887 cars over the same week in 1924.

**Participating** for the first time in the wheat traffic from the head of the Great Lakes to Montreal, 16 Norwegian steamers spent all last summer in the lakes and transporting cargoes across the ocean at the close of the season.

**Numerous meetings** have recently been held between officials of the N. Y. C., Penna., B. & O., and Van Sweringen systems to discuss plans for consolidating railroads east of the Mississippi and north of the Mason-Dixon line, into 4 great systems.

**Daily shortage** for the period ending Dec. 31, 1924, was 27 box cars, 30 coal cars, 101 all freight cars, reports the American Railway Ass'n. The surplus of serviceable equipment for the same period was 117,434 box cars, 108,189 coal cars, and 266,252 all freight cars.

**New shops** to be built at Paducah, Ky., this year by the Illinois Central railroad will cost approximately \$6,000,000. This is in line with extensive expansion plans including the construction of the 169-mile Edgewood cut-off, which will open up considerable new territory.

**Golconda, Ill.**—Bids have been opened for dam No. 51 here—the final link of the \$100,000,000 task of canalizing the Ohio river, being executed by the United States Engineer Corp. Dam No. 53 will be started simultaneously with No. 51 as soon as weather and river conditions permit.

**Existing differentials** between North Atlantic ports and South Atlantic and Gulf Ports were abolished by the United States Shipping Board on Jan. 20. Now each of the 3 conferences is authorized to name its own rates on products moving to foreign ports from competitive American territory.

**Reduction of rates** on alfalfa meal from the Pacific Coast to Memphis and points in group E territory will be effected as soon as the Southern Pacific can lawfully publish tariffs covering the change from 61 cents per 100 lbs. to 56 cents. Carload minimum weight on alfalfa will remain at 50,000 lbs.—P. J. P.

**New York, N. Y.**—The Continental Conference adopted several freight rate changes at its last monthly meeting. Gluten feed rate to Antwerp and Rotterdam was made 20 cents per 100 lbs., to Hamburg and Bremen, 22 cents. General raising of rates was discussed, but action deferred until the next meeting, at Montreal.

**Engineers** who are to carry on the investigation into the St. Lawrence, Great Lakes waterway scheme jointly on behalf of United States and Canada announce their report will not be made before May, 1926. One reason for the delay is the necessity of ob-

serving the cold weather and ice efforts in the St. Lawrence river during the winter.

**Chicago, Ill.**—Grain and milling interests at Minneapolis, Duluth, Kansas City, Buffalo, and other points sent representatives to attend a conference with railroad executives here on Jan. 8. The application of Minneapolis for a reduction of 6 cents per 100 lbs. of grain and grain products rates to eastern territory was under consideration.

**Memphis, Tenn.**—Construction of new tracks which permit the placing of approximately 50 more cars for inspection at Kansas City Junction for grain inspection is greatly facilitating the movement of grain and grain products at this point. They were built by the St. L. & S. F. which now has trackage capacity at this inspection point for 100 cars.—P. J. P.

**Following** the example of the Pennsylvania railroad, the Baltimore & Ohio and the Western Maryland carriers have declared an embargo on grain shipments. Storage space on these 3 roads has all been utilized by 11,500,000 bus. of grain awaiting export. The only grain accepted by the roads now must be directly consigned to one of the elevators for immediate export.

**Chicago, Ill.**—Unusual activity in the chartering of vessels for winter storage of grain is manifest here due to the shortage of storage room. Vessel owners are charging 4 cents per bu., which includes optional delivery at Georgian or Lake Erie ports. Amounts of grain now afloat here are corn, 527,700 bus.; rye, 361,000; wheat, 871,860; oats, 1,151,000; total of all grains, 2,911,560 bus.

**Ogdensburg, N. Y.**—Only slight damage was done the steamer Charles Horn by the fire which started on board recently, due to a defective electric light wire, while the vessel was tied up at the dock here wintering a cargo of grain. Damage did not exceed \$1,000. Repairs are being made and the steamer will again enter the regular lumber and grain trade with the opening of navigation.

**Reduction of interest** on government loans to railroads is provided for in a bill before the Senate Interstate Commerce Commission awaiting endorsement and the report is expected to be favorable. Sec'y Mellon, of the United States Treasury, has endorsed the proposal for such legislation. Testimony has shown a number of roads, particularly in the west and northwest, to be in need of such relief.

**Wheat and coarse grain rates** from stations on the Atlantic Northern to Council Bluffs, Ia., are condemned as unreasonable by Examiner Mackley of the I. C. C. in his report on No. 15762, Omaha Grain Exchange complainant. The reasonable proportional rates are held to be not to exceed 15c on wheat and 13c on coarse grains from Elkhorn, Housen Heights, Gates, Smith Lake and Harrisdale, to destinations in states other than Iowa.

**Shippers** propose to amend paragraph A, item 811, Texas Lines tariff 2-1, transit privileges on grain and grain products between elevators, warehouses or mills in the same city, by adding this additional item: "Transfer of tonnage in less than carloads may be made by wagon or truck." Shippers state they are losing business due to the fact that tonnage in small lots can not be transferred between elevators, mills, etc., in the same city. Docket 6144-Tx.

**Kansas City, Mo.**—Use of the Mississippi Barge Line from St. Louis to New Orleans enabled the Hall-Baker Grain Co. to save \$25,000 in one month in freight rates which it would have had to pay had not the barge line been available. Similar experiences are recorded by other shippers. The difference in freight charges on the barge line and parallel railroad lines is causing a rapid

growth of interest in the development of inland waterways thru the middle west.

**Buffalo, N. Y.**—Reconditioned grain from the cargo of the William H. Daniels, which sank in the Buffalo harbor on Dec. 6, was sold for a record price, either here or New York, to J. G. McKillen Co., Buffalo, the concern's low bid of \$1.55 per bu. for the damaged part of the cargo, 42,819 bus., being accepted. At the Buffalo dry dock the Daniels underwent repairs to its plates costing approximately \$27,000. The undamaged portion of its cargo, amounting to about 50,000 bus. of wheat is being reloaded and will be held here for winter storage.

**Fort William, Ont.**—The R. P. Ranney, loaded with 300,000 bus. of barley cleared for Buffalo, N. Y., before the close of the shipping season and was so entered on the records. Officially it is anchored in the Buffalo harbor. Still, it is actually tied up at the coal docks in this city, having broken a rudder while on the lake and being forced to put back in port for repairs. The return was not officially recognized. While the cargo is being held here for winter storage, shipments equivalent to the cargo are being made by rail from Buffalo.

**Vigorous oppositions** to a general readjustment of freight rates has been voiced by 10 railway presidents composing the Western Railways Com'te on Public Relations, due to the drastic cuts which would be made in the rates on farm products. Western roads, tonnage consists of 21% farm products, against 7½% on the eastern roads and 9½% on southern roads. Attention is directed to the Interstate Commerce Commission decision in the western grain rate case last July, when it was held the western roads were not earning a fair return.

**Contending** that it is no use to pass resolutions urging the Dominion Government to complete the Hudson Bay railway, T. C. Norris, leader of the liberal group in the first business session of the Manitoba legislature, declared the province should take the initiative and start completion of the road. Saskatchewan and Alberta governments might be induced to join later he suggested and added that should the benefits of the completion be half as great as it is claimed they would be, it would be worth while for the Manitoba government alone to finish the project.

**Total rise and fall** of the new Edgewood, Ill., cut-off which will be constructed by the Illinois Central railroad will be only 1,349 feet, compared with 2,049 feet on the present route. Maximum curves will be 2 degrees compared with 5 on the old line; total curvature will be only 613 degrees, against 3,393 over the old route. The new 169-mile cut-off is expected to cause a saving of over \$1,500,000 annually in handling traffic. Enlargement of the old line to take care of similar new business would cost \$25,000,000. Construction of the new line will cost only \$16,635,000.

**Diversion** of 10,000 cubic feet of water per second from Lake Michigan into the Illinois river would cost lake shippers \$2,500,000 due to lowering the lake level and cutting down the capacity of ships, it is alleged. Edward Fitch, captain of a large carrier out of Cleveland, declared before the senate com'te conducting hearings in to the proposed deeper waterway to the Gulf from Lake Michigan, that the average cargo of his ship had been reduced from 500,000 bus. to 425,000 bus. of wheat because of inadequate water during the past season. He added that the outlook is serious and further diversions would prove disastrous.

**Philadelphia, Pa.**—The Pennsylvania railroad established an embargo on all grain consigned, reconsigned or intended for export via Philadelphia, on Jan. 12, due to heavy accumulations at that port. Shippers



may secure authority for the road's acceptance of grain shipments thru R. P. Russell, superintendent of freight transportation, Broad Street Station, Philadelphia. Cards and way bills for such cars must bear the notation "Embargo Authority R. P. Russell No. —." Applications should be made to J. E. Weller, freight traffic manager at Chicago; J. T. Johnson, traffic manager at St. Louis; W. C. Glynn, manager Pittsburgh, Pa.; or A. J. Ball, foreign freight agent, Philadelphia.

## The Value of Agricultural Gypsum with Manure.

RY PROFESSOR GEORGE A. OLSON.

In a series of tests which started in the year 1895, the Ohio Experiment Station has studied the effect of manure, and manure and gypsum on the yield of corn, oats and clover. In this series of experiments the effect of various forms of lime, acid phosphate, finely ground phosphate rock and combinations of acid phosphate or rock phosphate with muriate of potash have also been considered.

Results of an average of fourteen crops of corn, fourteen crops of oats and thirteen crops of clover have been published. The gypsum and manure have increased the yields on an average of 16.6 bushels of corn, 9.44 bushels of oats and 672 pounds of clover as compared with yields of unfertilized plots. This shows that this method of fertilization has kept up the fertility of the land.

## Supply Trade

**Business** concerns who do not grasp the opportunity of advertising live only to see those concerns who advertise get the business they should get.—E. R. Waite.

**Minneapolis, Minn.**—The rapid growth of the Carter-Mayhew Mfg. Co. has made necessary a rearrangement in the organization. J. F. Niggeler has been appointed general manager and C. W. Doolittle general sales manager.

**Bloomington, Ill.**—A meeting of the creditors of the B. S. Constant Mfg. Co. will be held in this city Feb. 5 at 10 a. m. at the offices of Foster & Morrissey, referees in bankruptcy, to consider a proposed sale of all the assets, both real and personal.

**Protection** of the foreign rights to his patent on a portable and stationary bean elevator lead Russell V. Judson to meet several Michigan and Ontario bean growers in Detroit, on Jan. 8 to form a syndicate. The machine sorts and polishes beans and is of such size as to be in demand by individual growers.

**Amendment** of the Federal Trade Commission Act is sought by a bill introduced in the Senate by Senator Wadsworth and in the House by Representative Williams of Michigan on Jan. 20. Its provision would permit of informal hearing wherein a suspected company would be permitted to justify its methods of competition, thus avoiding expensive legal proceedings. Further provision is made that when an order by the Commission is brought before court for enforcement or review, the Commission's findings shall be conclusive to the extent that they are supported by a fair preponderance of evidence or by the admitted or stipulated facts reasonably construed. When this aggregation of autocrats gets enough power to ignore the courts business men will be kept so busy dancing to the Commission's orders and regulations they will have little time left to attend to business.

## The Gooding Long and Short Haul Bill.

The Gooding Bill, which passed the Senate May 19, and is now the subject of hearings by the House com'te on interstate and foreign commerce, Jan. 27, 28 and 29, merits the closest study by shippers, who should make their individual views known to the congressmen, as this measure will have a far-reaching effect.

Defeat of the measure is urged by the National Industrial Traffic League on the ground the bill is equivalent to Congressional rate making. The largest territory directly affected is the intermountain country. The bill follows:

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That paragraph (1) of section 4 of the Interstate Commerce Act, as amended, is amended to read as follows:

(1) That it shall be unlawful for any common carrier subject to the provisions of this Act to charge or receive any greater compensation in the aggregate for the transportation of passengers, or of a like kind of property, for a shorter than for a longer distance over the same line or route in the same direction, the shorter being included within the longer distance, or to charge any greater compensation as a through rate than the aggregate of the intermediate rates subject to the provisions of this Act, but this shall not be construed as authorizing any common carrier within the terms of this Act to charge or receive as great compensation for a shorter as for a longer distance; Provided, That upon application to the commission a common carrier may, after public hearing, be authorized by the commission to charge less for longer than for shorter distances for the transportation of passengers or property only in a case where the route by the applicant carrier or carriers is longer than via the route of some rail carrier or rail carriers between the same points; but in exercising the authority conferred upon it in this proviso the commission shall not permit the establishment of any charge to or from the more distant point that is not reasonably compensatory for the services performed; and if a circuitous rail line or route is granted authority to meet the charges of a more direct rail line or rail route to or from competitive points and to maintain higher charges to or from intermediate points on its line, the authority shall not include intermediate points as to which the haul of the petitioning line or route is not longer than that of the direct line or route between the competitive points; Provided further, That the commission may, with or without hearing, upon its own motion or upon application of carriers or shippers, in cases of emergency such as drought or disaster, authorize during the continuance of said emergency any common carrier or carriers to charge or receive a greater compensation for a shorter than for a longer distance.

Where any common carrier has, or common carriers have, in effect any rate, fare, or charge which is less for the longer than for the shorter distance between two points (the shorter being included within the longer distance), and which has been authorized by the commission or as to which application was filed with the commission on or before February 17, 1911, and not yet acted upon by it, such rate, fare, or charge shall not become unlawful (except by order of the commission) until after twelve months following the passage of this amendatory Act; nor shall such rate, fare or charge in effect via a circuitous rail carrier or rail carriers become unlawful if it shall have been authorized by order of the commission, after public hearing, based on no less a showing than that upon which the commission is herein authorized to grant relief; And provided further, That nothing in this section contained shall prevent the commission from authorizing or approving departures from the provisions of this section in so far as applicable to import or export rates, including rates applicable to traffic coming from or destined to a possession or dependency of the United States or to a block system of express rates established by order or with the approval of the commission or permitted by it to be filed.

**New York, N. Y.**—In a discussion at the National Republican Club on the topic, "Has the Farmer a Problem Which Calls for Government Remedy?" Senator James W. Wadsworth, Jr., himself one of the most extensive land owners and farmers in the country, stated that the best man fitted to help the farmer was the farmer himself, and warned against paternalism and undue extension of credit by the government. But the agitators and demagogues can not collect \$10 per for telling the farmers to go to work.

## Reduces Tolls Avoids Expensive Inaccuracies

Pope & Eckhardt Co., prominent Chicago Grain Commission Merchants, commend the Universal Grain Code. This company has used this Toll Saver continuously since its publication. Read the convictions of a user:

Chicago, Dec. 19, 1924.

Grain Dealers Journal,  
Chicago, Ill.

Gentlemen:

We have used the UNIVERSAL GRAIN CODE extensively since this book was made available to the Trade some years ago. We find it is a Code that can be used much more freely in expressing desired information on orders, purchases, sales, prices and other intimate matters involved in the Grain Trade; therefore, that it demonstrates without further explanation, a saving in cost which we consider a most important item. It is sure that with a much larger number of words, that can be used to give expression to what is desired to communicate with our country patrons that it offers occasionally a few more difficulties to prepare a message, but that is quickly overcome with increased familiarity with the book.

We have found that our customers also use this book extensively and find it convenient and profitable, even if for no other purpose than saving of telegraphic tolls.

We consider it a most useful and desirable book for use in the Grain Trade and the various interests related thereto.

Very truly yours,

POPE & ECKHARDT CO.

EAD-B

When such companies as this place so strong an endorsement on any code, it is conclusive proof that it possesses real merit.

Follow the example of the Pope & Eckhardt Co. and its customers; stop the leaks in your business by using an accurate, toll saving, grain, feed and seeds code.

Printed on rice bond paper, 146 pages, substantially bound in flexible leather, size 7x4½ inches, weight 5 ozs. Price, f. o. b. Chicago, \$3.00. Book paper, board covers, \$1.50.

**Grain Dealers Journal**  
309 So. La Salle St. Chicago, Ill.



## Supreme Court Decisions

**Collecting Undercharge.**—On interstate shipments carrier can compel shipper to pay difference between legally established interstate rate and lower rate quoted or collected by mistake or otherwise.—*Missouri Pac. R. Co. v. Pfeiffer Stone Co. Supreme Court of Arkansas.* 266 S. W. 82.

**Furnishing Cars.**—Railroad could not make valid contract to deliver car for interstate shipment to shipper on certain date, though car was to be furnished such railroad by other railroad pursuant to other railroad's contract with shipper; such obligation being greater than that imposed by published tariffs.—*Tennessee Egg Co. v. Nashville, C. & St. L. Ry. Supreme Court of Tennessee.* 266 S. W. 106.

**Warehousemen.**—Under Rem. Comp. Stat. § 7001, where warehouse receipts showed grain stored was charged with money advanced and amounts thereof, warehouseman had lien therefor as against assignee, though part of advances were not in fact for benefit of grain while stored or in transit, within provisions of Uniform Warehouse Act, § 27 (Rem. Comp. Stat. § 3613).—*State Bank of Wilbur v. Almira Farmers' Warehouse Co. Supreme Court of Washington.* 230 Pac. 817.

**Chattel Mortgage.**—Where second mortgagee of wheat had arranged with first mortgagee that second mortgage should be first lien on 2,500 bushels, payment by purchaser in good faith, of purchase money to first mortgagee, after deducting payments on liens and other proper charges, which in turn paid second mortgagee his proportion of the proceeds, protects such purchaser.—*Shoemaker v. White-Dulaney Co. et al. Supreme Court of Washington.* 230 Pac. 162.

**Pool Can Take Crop Without Paying Off Mortgage.**—Under marketing agreement providing that if grower placed mortgage on crop co-operative association had right to take delivery of tobacco, and pay off all or part of mortgage, and charge grower's account, held that association was entitled to delivery of crop, though it refused to take mortgage or advance money, and crop was mortgaged to a third party.—*Bedford et al. v. Burley Tobacco Growers' Co-op. Ass'n. Court of Appeals of Kentucky.* 266 S. W. 24.

**Five-Year Limitation on Undercharge Claims.**—Action by interstate carrier to recover difference between published schedule of rates filed with interstate commerce commission and rates provided for in contract of shipment, such scheduled rates forming part of contract of shipment by operation of law, is an action founded on contract in writing, governed by five-year statute of limitations (Crawford & Moses' Dig. § 6955), and not by three-year statute of limitations (section 6950).—*Missouri Pac. R. Co. v. Pfeiffer Stone Co. Supreme Court of Arkansas.* 266 S. W. 82.

**Broker's Liability.**—Where offer to buy hops was rejected and signed order requested by seller was not given, there was no contract and no meeting of minds, and recovery against offeror for breach of contract cannot be had. Where owner of hops, in reply to telegram of broker concerning sale, asked immediate confirmation and signed order, which was not given, and broker's next telegram calling for "choice" 1920 hops, and owner, without signed order, shipped "1920 crop hops," there was no contract with broker, who was liable neither primarily nor as guarantor.—*E. Clemens Horst Co. v. Dunn et al. Supreme Court of Michigan.* 200 N. W. 954.

## Grain Trade News.

[Continued from page 136.]

Memphis, Tenn.—The firms of Farabee Hay & Grain Co. and that of J. L. Nessly Co. consolidated forming the firm of Farabee & Nessly Co. The firm will do a wholesale grain and hay business.—Farabee & Nessly Co.

Nashville, Tenn.—McKay & Reece have moved into their one-story brick and concrete warehouse here. A 30,000 bu. grain elevator is operated in connection with the 72,000 sq. ft. of floor space used for their feed and seed business.

Memphis, Tenn.—McInnis & Montgomery have formed with membership on this exchange to deal in grain, hay and cotton seed products. The membership of W. R. Smith-Vaniz was purchased by the former. Mr. Montgomery is of Inverness, Miss. Offices are in the Falls building.

Nashville, Tenn.—Fred M. Carter is convalescing from his recent motor accident. He sustained a broken arm and several dislocations when his car skidded and threw him out when he was returning from the Nashville Warehouse & Elevator, where he had gone to see about some grain. He is a member of F. M. Carter & Co.

## TEXAS

San Antonio, Tex.—We will build an elevator in July or August.—Travis Grain Co.

Alvin, Tex.—The Alvin Grain Co. is now the property of A. J. Robertson. R. H. King was the seller.

Bryan, Tex.—The R. I. Brogdon feed business is now owned and operated by H. G. Wickes and John Collins.

Post, Tex.—We contemplate building a small bin elevator and new warehouse.—Garza County Warehouse & Marketing Co.

McKinney, Tex.—Knowing the combination of the Collins County Mill & Elevator Co.'s safe is how thugs robbed it of \$233.

Fort Worth, Tex.—The C. M. Carter Grain Co. has incorporated for \$25,000; incorporators, C. M. Carter, Leslie Jeniser and M. D. Johnston.

Plainview, Tex.—A \$35,000 loss was suffered by the Farmers Elevator Co. thru fire Jan. 8. Some 20,000 bus. of wheat burned with the building. Partial insurance was held.

Galveston, Tex.—E. P. Williams is still superintendent of elevators for the Galveston Wharf Co. He was recently re-elected as were H. F. Johnson and E. P. Cole, chief clerk of the grain dept. and traffic mgr. respectively.

Plainview, Tex.—The Panhandle Milling Co. has been incorporated by J. Perry Burrus of Dallas, F. J. Caldwell of McKinney and Chas. Newman of Ft. Worth. A 500,000-bu. concrete storage elevator and a 1,000-bbl. mill will be erected here immediately.

Fort Worth, Tex.—The Fort Worth Elevators Co., Jule G. Smith, Pres., has increased its capital stock from \$1,500,000 to \$2,000,000, fully paid. The natural presumption is that this means more storage facilities for this rapidly growing market.

## Consolidated Adjustment Co. Railroad Claim Adjusters Association Building CHICAGO

Charges—33⅓% of the amount collected.

No charge if nothing collected.

Handling more than 10,000 claims annually

Humble, Tex.—Fire completely destroyed the habitat of the United Grain Co.

## UTAH

Salina, Utah.—The Wm. Johnston mill here is to become the property of the Sevier Valley Milling Co.

Ogden, Utah.—Fire did \$200,000 damage to the grain elevator of the Utah Cereal Feed Co. Some 150,000 bu. of grain were lost.

## WASHINGTON

Seattle, Wash.—A brokerage office has been opened here by Herman Jeub.

Seattle, Wash.—The new Chamber of Commerce building here was dedicated Jan. 24.

Tacoma, Wash.—The wooden birthplace of the Kentworthy Grain & Milling Co. is being dismantled.

Palouse, Wash.—Thomas Hemp has resigned as mgr. for the Milwaukee Grain & Elevator Co.'s business here.

Seattle, Wash.—B. L. Simmons is now in charge of the receiving business for the Quinn Shepherdson Co. of Minneapolis. He was formerly head of the North Dakota State Mill & Elevator at Grand Forks, N. D.

## WISCONSIN

Waterloo, Wis.—We are erecting some new buildings.—Wisconsin Pop Corn Co.

Plainfield, Wis.—John A. Blair of Starks & Blair, grain dealers here, died recently.

Stanley, Wis.—The grist mill and stock of feed of the Burns Produce Co. have been purchased by E. J. Crane of Chippewa Falls.

Amherst, Wis.—The Jackson Milling Co.'s properties have been taken over by the Pagle Bldg. Co. of Stevens Point. H. A. Wilson will remain as mgr. The leased mill will be put in better condition before further operations.

## MILWAUKEE LETTER.

The C., M. & St. P. Elevator "E" with 700,000 bus. capacity has been designated a registered storage house.

John Buerger, founder of the Buerger Commission Co, grain brokers, is seriously ill in the hospital following observance of his 80th birthday.

Clifford D. Thorsen is now affiliated with The Riabs Co. here and will represent them throughout the grain belt. For the past year he has been associated with Froedtert Grain & Malting Co., and for a number of years previously with the Updike Grain Co.

The greater bulk of the \$85,000 estate of the late Wallace M. Bell was left to his only son, Robert M. Bell, most of which consisted of interests in the W. M. Bell Co. The remaining interests in the company were left to the present general manager William A. Hottensen; M. H. Kleser, also with the firm; and a brother, Frank M. Bell.

The consignment business of the Froedtert Grain & Malting Co. will be taken over Feb. 1 by Leonard J. Keefe to be operated independently and under the name of the latter. Mr. Keefe has heretofore been mgr. of this dept. for the company as well as a member of the Milwaukee Chamber of Commerce for more than two decades, and a director thereof for the past five years. For two years prior to the mentioned connections Mr. Keefe was resident vice pres. of the Updike Grain Corp. and he has been associated with several other leading firms as well. The Froedtert Grain & Malting Co. are making this change to facilitate larger operations in their cash grain and malting departments. The company's elevators here and at Red Wing and Winona, Minn., will continue operations in its control.



## Feedstuffs

**Richmond, Cal.**—The Sunset Feed Co. has sold its retail department to W. C. Richards.

**Cincinnati, O.**—Edward A. Smith is now associated with the hay department of Henry W. Brown & Co.

**Wills Point, Tex.**—W. H. Wingo and W. H. McKnight have started a wholesale feed and flour business here.

**Hazel Green, Wis.**—Rebuilding of the Splinter Feed Mill, which burned recently, will begin at an early date.

**Keokuk, Ia.**—J. C. Hubinger Bros. Co. has been incorporated by M. A. Day and J. M. Madden, to manufacture feedstuffs, starch, sugar and syrup.

**Madison, Ill.**—The Hilker Feed & Coal Co. has been dissolved and the business taken over by the Hilker Supply Co. The concern was capitalized at \$10,000.

**Van Buren, Ark.**—The local branch of the Oglesby Feed Stores has been sold to J. M. Scott and C. J. Franklin. J. W. Davis remains as manager.—P. J. P.

**Marshalltown, Ia.**—The Benedict Flour & Feed Co. has changed its capital stock to \$150,000 divided into shares of \$100 each. J. U. Bass is pres.; L. E. Herring, sec'y.

**Menno, S. D.**—"Farmstead," in black capital letters is used on hog mineral food manufactured by the Farmstead Mineral Manufacturing Co. It is filed as trade mark No. 203,030.

**Atlanta, Ga.**—Smith-Estes Brokerage Co. is the name of a partnership composed of W. B. Estes and W. C. Smith, to conduct a brokerage and storage business in feed, grain, hay and flour.

**Corcoran, Cal.**—The Corcoran Mill & Warehouse Co., managed by J. T. Bell, is erecting a new feed mill for manufacturing a general line of mill feeds. Capacity will be about 1,000 tons per diem.

**Pine Bluff, Ark.**—Southern Feed Stores has been incorporated with \$10,000 capital stock, \$4,000 of which has been subscribed. E. E. Spencer, D. E. Caraway and C. L. Whyte are the incorporators.—P. J. P.

**Washington, D. C.**—A bill to enable the Federal Trade Commission to prevent misbranding of merchandise has been reported by the House Commerce Com'te. It would require labels to be correct statements of facts as to the contents. It would not, however, make the branding of merchandise compulsory.

**Fairfield, Cal.**—An office and feed store 30x50 feet has been built by K. C. Keene, who plans to add 2 wings to this building in the near future. He intends to erect another building in the spring which will have ample room to conduct a wholesale business in feed.

**Minneapolis, Minn.**—Trade mark No. 201,743 has been filed by Frank B. Dennie, in the name of the Jersee Co., for egg mash. The words "Just-Right" are imposed over a black disc against which is shown a white chick. A black band across the disc contains the words, "Egg Mash."

**Waverly, N. Y.**—Max F. Cohn has sold his interests and resigned his position with the Sunset Feed & Grain Co., Buffalo, to become manager of purchases and sales for the Tioga Mill & Elevator Co. here. His interests were purchased by Harold E. Bradt, treas. of the Sunset concern, which has discontinued its Utica, N. Y., office. E. W. Niles, who had been in charge there, has also joined the Tioga company.

**Memphis, Tenn.**—A new machinery unit has been installed in the plant of the Sugar Feed Co. Further improvements involving an outlay of \$100,000 will be made. The capacity of the plant will be increased from 60,000 tons to 180,000 tons annually.

**Philadelphia, Pa.**—Following the retirement of M. F. Baringer from the millfeed business here, Wm. and Sam King, long associated with him, took over the business and now operate as King Bros. & Co. Interest in the Tioga Mill & Elevator Co., Waverly, N. Y., was retained by Mr. Baringer.

**Davenport, Ia.**—The first local delivery of oats from the Kellogg Co.'s branch factory here was made to wholesale jobbers on Jan. 15. Production started in a small way a few days previous but it was not until Jan. 14 that production in earnest began and it will be continually increased until the plant, which was formerly owned by the defunct American Hominy Co., is running to full capacity.

A bill amending the present feedstuffs law in Oregon is expected to come before that state legislature during the present session. The preliminary draft would prohibit sale of or intent to sell adulterated commercial feeding stuffs and defines adulteration. The Dairy & Food Commissioner would be held responsible for enforcement of the law and the seizure of adulterated feedstuffs. Violation would be made punishable by a fine of \$100 for the first offense and \$500 for each succeeding offense. It would also prohibit the adding of fiber to feedstuffs.

**Coffeyville, Kan.**—The largest train load of grain products ever shipped by one mill left this city on Jan. 8, moving as the Rea-Patterson "Dixie Special." It contained 104 cars loaded with flour and feedstuffs from the mills of the Rea-Patterson Milling Co. and the Nutrena Feed Mills, which is operated by Miller-McConnel Grain Co. Equipment of the train included 2 special Mikado type locomotives, among the largest on the Missouri Pacific railroad, a private car for the rail and mill officials and 2 cabooses. Altogether it measured just a few hundred feet short of a mile in length, and remained practically intact from Coffeyville, to Little Rock, Ark., where it was split in 2 sections for different destinations in the South and Southeast. For advertising purposes the train moved by daylight only along this route, making stops at towns along the way, where mill officials presented the town officials with sacks of flour. The shipment was valued at \$170,000 in round numbers, and the freight alone amounted to practically \$20,000.

## Quality Radio At Fair Prices!

Acting as your agent we are able to purchase for you at prices greatly below list, radio apparatus of most of the standard manufacturers.

A letter giving your needs will bring quotations which will save you money.

An open and shut business proposition which we are able to carry on with a low overhead which means money in your pocket.

Everything we buy for you carries our guarantee against defective material or workmanship, as given by the manufacturer.

## Radio Electric Sales Agency

806 S. Third St.

Champaign, Ill.

**Kansas City, Mo.**—G. F. Kellogg, in charge of this branch of the hay, seed and feed division of the Department of Agriculture, reports that a hearing on the tentative grades for alfalfa hay will be held during the latter part of this month. Grades will not become effective until after the 1925 harvest.

**Memphis, Tenn.**—Definite announcement of the association of Edgar-Morgan Co., Pease & Dwyer Co., Royal Feed & Milling Co., Superior Feed Mill Co., and Royal Feed & Milling Co. of Meridan, Miss., has been made. Each will retain its own corporate identity and management, no changes being effected other than such improvements as the organization can produce for the individual companies and their customers.

## Minneapolis Changes Feed Rules.

An amendment to the rules governing the purchase and sale of millfeeds, making them conform to the changes adopted by the grain Dealers National Ass'n at its annual convention in Cincinnati last September, was adopted by the Minneapolis Chamber of Commerce in a vote taken on Jan. 16.

The changes make the paragraph regarding the feed manufacturer read:

A sale of feedstuffs by any miller or manufacturer shall mean goods of his own manufacture and brand unless otherwise agreed at the time of sale.

Referring to the breaking of a contract the amended rules say:

The contract shall be deemed broken by the buyer at the expiration of the time of shipment mentioned or provided for in the contract, in the following case, viz: If specifications are demanded by seller during contract time and buyer has failed to furnish the same in accordance with the foregoing provisions, and the seller has not during contract time given notice to buyer of the seller's election to treat the contract as broken. If the seller elects to hold buyer for breach of contract, the seller shall give notice to the buyer of such election by sending a telegram or mailing a letter to the buyer prior to noon of the day following the expiration of the time of shipment specified or provided for in the contract.

## Warns Ford of \$1,000,000 Suit Charging Libel.

Aaron Sapiro, counsel for several farmers' cooperative organizations, recently mailed to Henry Ford a document preliminary to a projected libel suit for \$1,000,000 against Mr. Ford.

The document is a formal demand for retraction required by Michigan laws as a preliminary to a libel action.

The suit, Mr. Sapiro said on his return from Washington, will be filed in Detroit if, after thirty days, Mr. Ford does not retract certain statements alleged to have been made in his journal, the Dearborn Independent.

Mr. Sapiro has also placed in the hands of his attorneys the matter of starting suit against certain other publications that reprinted the articles.

## Books Received

MISCELLANEOUS CIRCULAR No. 28 contains tables for converting crude protein and ash content to a uniform moisture base. They are the work of J. H. Shollenberger, milling investigations, and D. A. Coleman, research laboratory, grain division, Bureau of Agricultural Economics. The 3 tables cover crude protein equivalents for 13.5% moisture content; ash equivalents for 13.5% moisture content; and crude protein in wheat and flour computed from the percentages of total nitrogen found. U. S. Department of Agriculture, Washington, D. C.



## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**C. & E. I.** supplement No. 23 to tariff No. 600, I. C. C. No. 100, effective Jan. 30, makes numerous reductions in the grain and grain products rates thru middlewestern territory.

**E. B. Boyd** supplement No. 29 to Circular No. 1-R of Western Trunk Lines, I. C. C. No. A-1444, issued Jan. 3, postpones the effective date of Rule No. 1232-D, supplement No. 17 to Circular 1-R, until Jan. 29.

**I. C.** supplement No. 38 to tariff 1537-G, supplement 34 to I. C. C. No. A-9865, effective Feb. 18, makes the rate on flaxseed to Calro, Ill., from Chicago, 14.5 cents; from East St. Louis, 9 cents; from Peoria, 14.5 cents.

**C. & E. I.** supplement No. 7 to tariff No. 60, I. C. C. No. 144, effective Feb. 15, makes some changes in the rules governing milling and malting in transit privileges on grain and grain products at stations on the C. & E. I.

**N. Y. C. & St. L.** supplement No. 1 to tariff No. 1575-H, Ill. C. C. No. C. L. 158, effective Jan. 13, increases rates on grain, grain products and by-products from East St. Louis to Humrick and various other points in Illinois.

**C. R. I. & P.** supplement No. 14 to tariff No. 22000-H, I. C. C. No. C-11168, effective Feb. 12, gives minimum weights on various cakes and meals, Rule 77, commodity descriptions on grain, grain products and seeds, and several re-issues of rates.

**I. C.** supplement No. 11 to tariff 601-J, I. C. C. No. A-10025, effective Feb. 11, reduces the wheat and corn rates from Council Bluffs, and Sioux City, Ia., Omaha and South Omaha, Neb., to I. C. stations from Princeton to Hopkinsville, Ky., inclusive.

**C. & E. I.** supplement No. 6 to tariff No. 610, I. C. C. No. 121, effective Jan. 31, gives rates on grain, grain products and by-products from various Illinois and Indiana stations to Buffalo, N. Y., Pittsburgh, Blairsville, Indiana, Pa., and Gauley Bridge, W. Va.

**C. R. I. & P.** supplement No. 15 to tariff No. 29329-F, I. C. C. No. C-11214, effective Feb. 23, contains general instructions regarding minimum weights and the loading of cars with various grains, also numerous miscellaneous rates on grain, grain products and seeds.

**A. T. & S. F.** supplement No. 27 to tariff No. 5588-M, supplement No. 26 to I. C. C. No. 9317, effective Jan. 29, further suspends schedules on pages 8, 9, 14, 15 and 16 of supplement No. 23 to tariff No. 5588-M, under special permission No. 70480 of the Interstate Commerce Commission.

**C. R. I. & P.** supplement No. 32 to tariff No. 28675-F, supplement No. 31 to I. C. C. No. C-11230, issued Jan. 8, further suspends until May 28, Supplement No. 25 to I. C. C. No. C-11230, supplement No. 26 to I. C. C. No. C-11230, supplements No. 26 and 27 to tariff No. 28675-F.

**I. C.** supplement No. 12 to tariff No. 601-J, I. C. C. No. A-10025, effective Jan. 12, postpones the effective date of supplement No. 2 to I. C. C. No. A-10025, I. C. tariff No. 601-J, pages 2 and 3, provisions under East St. Louis, Ill., St. Louis, Mo., in connection with C. St. P. M. & O. stations, until July 12.

**A. T. & S. F.** supplement No. 4 to tariff No. 7481-J, I. C. C. No. 9952, effective Feb. 16, gives routings on grain products and seeds by carriers to stations on the C. & G., M. & O., M. L. & T., N. O. & N. E., T. & P., Y. & M. V., and to New Orleans, Port Ochalmette, Slidell, La.; Mobile, Ala., Natchez, Vicksburg, Gulfport, Miss., and Memphis, Tenn.

**C. & E. I.** supplement No. 11 to tariff No. 650, I. C. C. No. 70, effective Feb. 15, states "A number of less carload shipments of grain products in packages, loaded in one car from one shipper on the same day to the same port, consigned to one or more consignees at one or more destinations, will be taken at the carload rates shown in tariff as amended, subject to a minimum charge of 40,000 pounds, at the highest rate applicable on any article contained in the car. Inland freight charges must be prepaid."

## No Corner in Wheat.

Rumors that Chicago May wheat has been cornered are denied by Julius H. Barnes, declaring "my firm does not own a bushel of wheat in Chicago. There should be some protection or redress against such reckless use of individual names. There exists no corner in Chicago and American standard wheat, even with recent advances, is on an export basis to the great markets of the world. While Chicago is \$1.90 Winnipeg is \$1.97, Germany, France and Holland \$2.15, Italy \$2.20.

"The fortunately large crop of America is needed in every corner of the world. United States wheat exports have trebled in the past six months. That means that export houses like ourselves have steadily bought in America as they sold abroad and this buying is the misrepresented basis for such unfair statements. Moreover, my own foreign connections months ago indicated that successive crop shrinkages in Canada, Europe, especially in Russia, and then in Argentina indicated a coming scarcity of bread grains before the new crop. This information I have consistently, by press and word, tried to place before the American farmer that he might secure the best price the world market could afford.

"Certain farm leaders advised the farmer to rush his crop to market before election, stating that the early fall prices were eventually sustained for political effect. There was an extraordinary marketing taken care of at advancing prices, but more orderly marketing by the farmer would have secured a higher return then and would have retained on the farm more wheat for the 50-cent advance since election. Americans and America's farmers should understand the extraordinary world situation, which in a few months relieved the farm distress of several years.

"Last Monday, wheat trading in Europe was the largest ever known with countries ordinarily exporting a surplus, like Roumania, Bulgaria, Russia, buying wherever wheat could be found in America, Argentina and Australia for import. Here, we should remember that Russia which used to export 250 million bushels of bread grain is importing flour this year. Russian farmers will not grow grain, Russian factories will not make agricultural implements nor fertilizers, Russian railroads break down under even small strain all because evil exists which can overnight by the stroke of a pen, confiscate the saving of years, thus, discouraging all enterprise."

## What Wheat Millers Want.

BY H. G. RANDALL OF KANSAS CITY.

Millers want clean, high-grade wheat, unmixed with other grains. It is expensive for the miller to clean out corn and oats. Grinding wheat with even a small percentage of rye results in bread which is small, coarse and dark.

Wheat should be free from every kind of foreign material, particularly dirt, chaff and weed seeds. These can be cleaned out, but no one wants to pay top prices for dirty wheat. Have the cleaning done before the wheat is delivered to the miller.

High-test wheat is necessary for the best grade of flour. Flour made from very light-weight wheat is of very poor quality.

The grain should be dry. Wheat should never be threshed while the straw is wet. Wet wheat is light test and is almost sure to become damaged while in storage.

Only ripe wheat will make the best quality of flour. When the crop is cut while green it will prove light test. The grain should be smutless and free from weevil.

Flour ground from wheat with a high degree of protein will make large, white, fine-grained loaves of bread.

Such wheat as described will command the top prices. Can grain dealers meet this standard?

## Insurance Notes.

The Southwestern agency of the Millers Mutual Insurance Companies has moved its offices to the Board of Trade Bldg., Kansas City, Mo.

An elevator loss is generally under \$200 or it is total. To keep it under \$200 the fire must be caught the first two minutes.—Grain Dealers Fire Insurance Co.

The annual election of the Western Millers Mutual Fire Insurance Co., held in Kansas City, Mo., recently, resulted in R. C. Jackman, of Lawrence, Kan., being elected to replace Theodore Ismert, deceased, on the board of directors. Other officers and directors were re-elected.

Recommendations that the reciprocal insurance companies be under the supervision and jurisdiction of the insurance department of the state have been made to the General Assembly of Indiana by Governor Branch. He also suggests that such institutions shall have at all times a surplus of not less than the amount admitted as assets and that they be required to deposit a surety bond, sufficient to guarantee payment of all compensation and liability claims, with the insurance commissioner of the state.

The Hartford Fire Ins. Co. has not disclaimed liability on an excess insurance policy of the North Dakota Wheat Growers Ass'n at Voltaire, N. D. This insurance was not carried by the Hartford, as erroneously stated, but by the Citizens Insurance Co., of Missouri, of Minneapolis, Minn., and this is the company that has brought action against the Voltaire Farmers Elevator Co. The Citizens Ins. Co. is not liable under the terms of the policy to the Wheat Growers Ass'n until the pool is unable to collect on storage tickets. The elevator company is not insolvent, as the \$23,000 insurance and \$5,000 bond should cover the loss.

Ordinary sulphur matches which "strike anywhere," are held responsible for a great many grain elevator fires resulting from unknown causes, by Eugene Arms, manager of the Mutual Fire Prevention Bureau. Recently he received a letter from R. W. Cole, manager of the Wilson Flour Mills, Wilson, Kan., which reports 3 instances where wheat shipped in contained matches. In the last case a whole box went into the receiving separator and became mixed with the wheat. Should the grain heat or become stirred around to any extent the matches could easily ignite. Dust explosions might readily result. The only safe match around an elevator is the kind that has to be struck on the box.

## Admits He Drives a Bull Model.

Tod Sloan of B. C. Christopher & Co., writes nearly every week the grain market goes right on up thru a cloud of bearish figures and records of past performances dug up from the graveyard by the bears. The last half of 1924 and early 1925 grain market is a special eight-cylinder bull model, put together by world's conditions and will climb to the \$2.00 mark on high.

It kept on climbing right thru September and December deliveries without any chains, thru a regular downpour of wheat, both from this country and Canada.

With Russia hungry (instead of having a surplus), in the writer's humble opinion we should not be afraid of the Argentine and Australia crop movements disturbing conditions very much. Good milling Hard Wheat premiums are 19 to 23c over May. With our visible decreasing the domestic situation is strong enough to sustain markets and there is a better chance of May wheat in K. C. going out over the \$2.00 mark than under.



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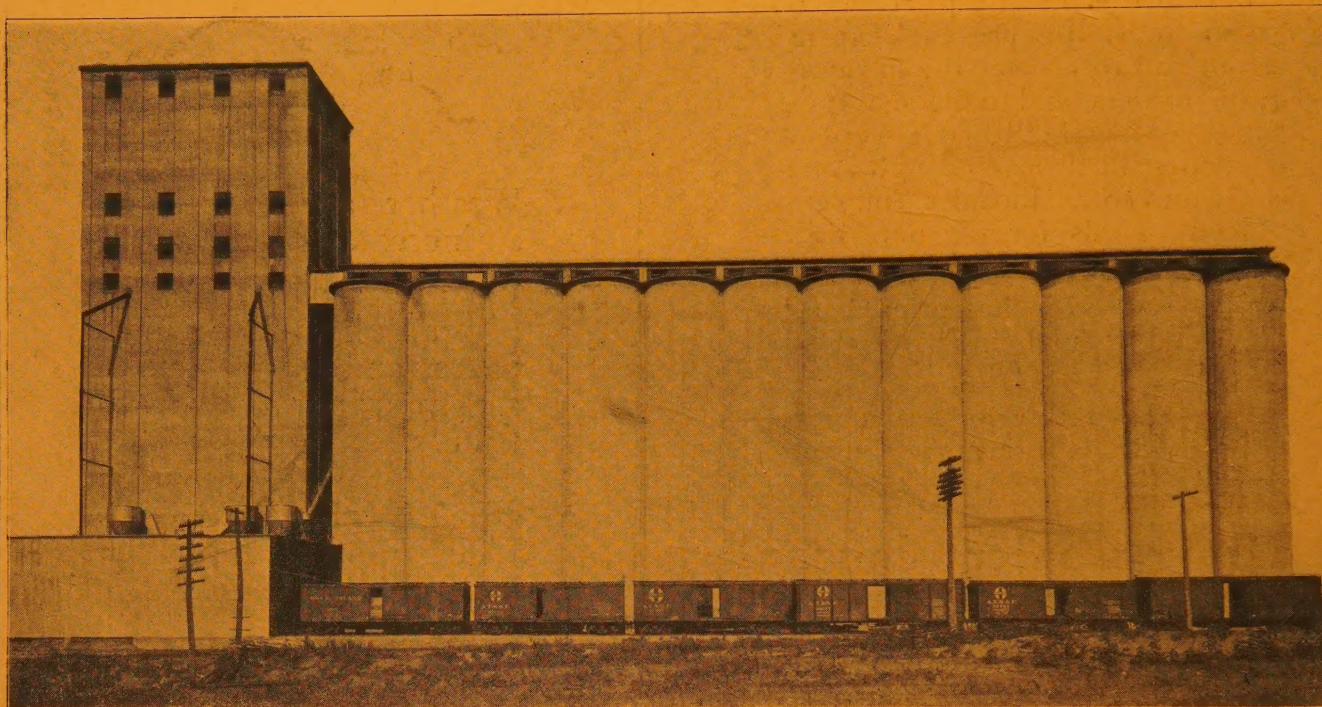
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